

## **Exhibit A**

(¶1) The internet has created more excitement among companies and investors, than perhaps any other communications vehicle. Most wireless communication devices seem to be focusing on bringing mobile access of the internet to consumers. Their devices have complicated and costly circuitry.

(¶2) Waitless is an entirely new concept, where the power of the system is based in the transmitter. This allows Waitless to be...

1) far easier to use (you don't even need to know how to read, let alone operator a computer);

2) far faster at obtaining relevant information;

3) much smaller and lighter; and

4) much cheaper (models, perhaps as low as \$30)

(¶3) But this is only the beginning of the benefits, because like internet communications, this device will offers unique opportunities like no other device to date.

(¶4) One beauty of the internet, is the wealth of information one can access, but how fast can you access information like...

which carousel your travel bags are on, after your flight arrives;

audio to your favorite sporting event, while watching the game at a sports bar;

what new stamp collections are at your local Post Office, while standing in line;

what new unique features a new gadget has, while standing looking at in Best Buy...

(¶5) With Waitless you could obtain this information via an earpiece in your ear, virtually instantaneously. All with...

a) not having to type into a keyboard,

b) no holding a device in one hand and a stylus in the other

c) no overhead loud speakers,

d) no paging systems, and

e) no standing in front of a computer screen.

(¶6) What to explain first... how it works, how will it benefit consumers, how it will be distributed? How the internet benefits consumer is far more exciting than a detailed description of just how the technology works, yet the technology is critical. And just as the technology is critical, one could argue that easy access and large appeal were just as critical to the internet's success.

(¶7) First, a brief and general understanding of what makes Waitless unique. Second, some sample applications; third, some technical necessities; fourth, some ways to potentially launch the product, and then methods to slowly grow the wider product acceptance. The multitude of applications examples forthcoming are intended to highlight the product's potential wide appeal and fascinating uniqueness. Many of these usages could independently justify such a product, but collectively, like the internet, this product could truly be remarkable.

(¶8) Using a television analogy, the television provides a wealth of excellent information and entertainment that you can receive almost anywhere, anytime and its simple to operate. During the 1980's, C-band satellite dishes first started offering customers the potential to receive far

(¶1) more channels. One of the biggest problems customers had, was how long it took to change channels. Unlike being able to flip through channels, one after another, satellite dish LNB receivers had to slowly rotate and tune to the next satellite transponder in the sky, a very time consuming process.

(¶2) A very important key to DirecTV’s consumer acceptance was the ability to quickly change channels. New digital compression technology allows the signal of several channels could be compressed and down linked from just one satellite transponder. Thus, eliminating the need for the end-user’s satellite dish receiver to physically move before tuning in each channel.

(¶3) In another television analogy, television set are continually being improved, yet you can still watch TV on a television purchased over 20 years ago. But even though, consumer are not forced to constant purchase new televisions, ever increasing revenues have been realized providing content for this medium. Whereas, obtaining information over the internet via a computer requires constant equipment upgrades and hardware improvements on the consumer’s end.

(¶4) Furthermore, high-end wireless web access, can be difficult for people to learn and frustrating to operate. Waitless, may be the only product that once you turn it on, it teaches you...

- a) how to operate it,
- b) what option are available relative to where you currently are,
- c) requires no computer or reading skills, and
- d) surfing through the channels is easier than switch radio stations.

(¶5) How does Waitless teach you how to operate it?

Waitless is a mobile device that offers an individual to tune in information via several channels. For this example, lets assume Waitless has 26 channels, A through Z. Channel A, the first channel that comes up when you turn the unit on, will always be reserved for telling you what is on the other channels. This holds true no matter where you go, channel A will give you your menu choices relative to where you are. In addition, channel A can tell you how channel letters are posted at this location. For example, while at Best Buy, channel A tells you that selected products have a channel letter posted in a green circle on the price tag.

(¶6) Example 2.

You go to a sports bar on a Sunday during the NFL season. You either already own a Waitless receiver and brought it with you or you rent one from the bar. When you turn on your Waitless receiver, channel A comes on with that particular sport bar’s menu choices. Channel A might say: “Hello and welcome to Champ’s Sports Bar and Grill...

For information on payphone and bathrooms tune to channel B,  
for today’s menu specials tune to channel C,  
today’s bar specials tune to D,  
this month’s bar events on E,  
future bar events on F,  
for audio for the New York Giants vs. Dallas Cowboys tune to channel G,  
the Green Bay Packers vs. Chicago Bears tune to H,  
the San Francisco 49ers vs. St. Louis Rams tune to I,

(and so on).

(Page 3; ¶1) In addition, each TV monitor would have a small sign telling you which channel letter it appears on Waitless system. This is another way to chose which channel you want, besides listening to channel A. Channel B might tell the patrons that there are additional restrooms in another part of the bar or that there are additional payphones in the restrooms, if the bar becomes too loud. Channel C could give menu specials, while channel D told patrons about today’s pitcher specials or that they just ran out of Bud Light, but they have 4 other beers on tap. Channel E lets their customers know that there will be a bus going to the local Monday Night Football game and there are still seats available at the bar. Channel F tells patrons that they are planning a huge Super Bowl party with the local’s favorite band.

(¶2) Waitless allows each business to become like its own radio station. Yet, the setup is as simple as setting up messages on a voicemail, but unlike voicemail, your customers will love it because...

1) for the first time he or she can actually hear the audio from their favorite NFL team’s game;

2) unlike voicemail you can still ask a live person (the waitress, bartender or manager) a question; and

3) you have the control to switch channels back and forth without having to hang up the phone and call back, because you couldn’t get back to the main menu.

(¶3) In addition to the obvious benefits to the bar patron’s experience, the bar owner can experiment with different messages. Perhaps, the owner will discover that by simply listing a special on the Waitless system greatly increases the menu item’s sales or perhaps the owner just wants to explain that the buffet only runs from 6 am-11 am on Saturdays and Sundays.

(¶4) The power of the system comes from the fact each business is free to develop their own system. Customer satisfaction will dictate how your company’s system is modified.

(¶5) For example.

One car dealership may choose to use the Waitless system as follows: You walk into the showroom and tune channel A... “Hello and Welcome to Southern California’s Fastest Growing Car Dealer”...

Channel B will guide you to our nearest restroom or payphone,

Channel C has information regarding our service department,

D our leasing programs

E new cars

F previously owned vehicles

G extended warranties

H parts department

(¶6) Whereas, another car dealership may choose to do the above, plus have information at each vehicle. So when you walk the by each car, you can receive information about that particular vehicle without having to hassled by their “friendly” salesperson. Assuming Waitless has become ubiquitous, the customers will gravitate to the system they prefer.



(Page 4; ¶1) Another example.

Sony has 7 brand new camcorder models, that are being sold at Best Buy. There is not enough time to train all the sales people nationwide for Best Buy and there are only a few weeks before Christmas. Waitless allows Sony to directly download the own sales information to each every Best Buy nationwide. You walk into Best Buy the next morning and posted with each camcorder is its Waitless channel letter. So, without having a salesperson available, you tune channel G (the channel assigned to the camcorder you are currently looking at) and Waitless tells you that this is Sony’s brand new XY-400 model and all of its unique capabilities. Channel G goes on to say that if you would like more features, check out the XY-500 on channel H.

(¶2) Sony can also test several different customer message styles in different Best Buy stores. Perhaps explaining the technical details on the Waitless system in one of Best Buy’s stores, whereas they might focus more on the consumer benefits on the Waitless system in another store. Then by monitor the sales of the 2 stores they could fine tune their message. Maybe technical details helped higher product sales and customer benefits helped lower price point products.

(¶3) Unlike TV commercials and radios ads, Waitless provides a truly unique ability to directly monitor the successfulness of a particular sales message. But unlike other monitoring methods, that customers dislike because of the “Big Brother” tracking them, Waitless allows the customer to remain totally anonymous. This is no small accomplishment. instantaneous customer sales feedback to sales messages without the customer’s privacy being imposed on. Furthermore, any business could install a way for customers to respond to questions via a single button near the product, still without compromising the customer’s identity.

(¶4) For example

Your the lobby of your hotel listening to the Waitless system’s main menu on channel A

“Be sure to tune to channel A in your room, where there are different menu options,  
Here in the lobby, tune to B for information on the nearest restrooms and payphones,  
C for check in and check out information,  
D for Restaurant information,  
E for Business services, like internet access, faxes and copier service,  
F for laundry and dry cleaning services,  
G for the audio portion of the television in the lobby,  
H for CBC news,  
I for ESPN news,  
J for your feedback on your stay at our hotel.”

(¶5) Channel J allows you to register your feedback at a button board located in the lobby. You tune to Channel J, which explains where the button board is located, how it works, and to tune to K to hear the questions. Waitless’s Q&A board registers your responses instantaneously to a computer system, without handing a piece paper to someone at the front desk and without identify yourself.

(¶6) Couldn’t a hotel employee go to the board and give the hotel a good score? Yes, but isn’t it much easier, under the current system, for him or her to fill out one of those postcards without being seen opposed to standing at a button board in the open lobby. Another example would be in a music store, where beside being able to use Waitless to listen to what’s on the CD, you could

register your feedback as well. All without having to wait for someone else to get off the headset supplied by the wall unit in the store. The headset that has already been wore by thousands of other customer.

(Page 5; ¶1) How does Waitless work?

Waitless will allow any location with a transmitter to become a virtual radio station. But unlike transmitting radio frequencies the transmitters send light emitting diode (L.E.D.) signals that are digitally encoded and encrypted. Typically, radio frequency or RF is the preferred mode of transmitting wireless audio signals, since it can travel through walls over great distances. Whereas sending audio signals via L.E.D. is relatively limited to the line of sight and has other limitations. But these limitations are actually great benefits to Waitless. These limitations allow you to transmit many redundant channels in a limited area without interfering with one another.

(¶2) For example.

At a trade show, the Microsoft booth could have a channel broadcasting information about each product in it's booth without interfering with the same channels being used by the Panasonic booth next door. You could walk around the Microsoft booth and see a sign telling you that the lasting in Networking software is on channel G, and the latest their internet software is on channel H. In addition, to getting Microsoft best prepared message about each and every product, you can also output the audio to tape recorder, camcorder, or some other digital recorder. So now when you go home with the camcorder video on all the cool products you saw will no longer have crowd noise for audio, but the corresponding Microsoft sales information for that product. And when you walk next door to Panasonic booth and record the information on channels G and H to your camcorder, the audio will correspond to Panasonic's products. The use of L.E.D. transmitters verses RF reduces signals from crossing over each other.

(¶3) Not only are these limitations technically beneficial, but it also eliminates FCC licensing. Whereas RF signals can interfere with other RF devices and require government licensing, Waitless makes up for lack of signal strength, with more transmitters. But not more transmitter, all transmitting the same message, but each transmitter transmitting a message unique to where you are standing.

(¶4) For example,

Let say you only speak your native French language and your flight has just landed at LAX in Los Angeles. When you exit the jetway and enter terminal, you first tune to the menu on channel A. On the main menu, you hear that French instruction are available on channel M. After tuning to channel M you learn the different information available on the different Waitless channels...

“The nearest restroom and payphones on channel N,  
directions to your baggage claim area on O,  
the nearest stores locations and their hours on P,  
the nearest restaurant locations and their hours on Q,  
bus transportation information on R,  
rental car information on S,

hotel and hotel transportation info on T...”  
(and so on).

(Page 6; ¶1) As you walk through the terminal, the information on channel P continually changes... “Coming up on the left is McDonalds, open 6 am until Midnight, on the right the End Zone Bar & Grill open 11 am until 11 pm...” On channel Q, you learn there is a “duty free” store and a newspaper stand further up the terminal. All the information is relative to where you are standing. Is the system tracking you? No, the transmitter in front of McDonalds, transmit information regarding the restaurants in that area. Consequently, the information is relevant to where you are.

(¶2) When you tune to channel O to get directions to your baggage claim area the transmitter you are receiving information from will guide you down the corridor. As you follow the direction traveling down the corridor, the information you receive comes from different transmitters. The next transmitter down the hallway tells you that just ahead you can either take the escalators or on the elevators on your left to the first floor baggage claim area. The transmitter on the first floor tells you which baggage carousel correlates with which flight.

(¶3) Besides being very beneficial to travelers in foreigner countries, Waitless can also aid the handicap. Since, Waitless requires no computer inputs, an blind person could obtain this same information that would otherwise require the ability to read a computer monitor. Those with hearing difficulties would be able to adjust the volume controls to better hear important information. For those who have difficulty speaking or only speak sign language, they will be able to access important information without having to find someone to ask.

(¶4) Since Waitless, can be heard through an earpiece or headset, one could obtain detailed information, where it once was difficult. You could receive detailed information how to find old magazines while in a library without disturbing anyone else. While visiting someone at the hospital, you could tune to a channel to learn how late visitor hours run or where the gift shop is located. At loud environments like a nightclub, you could tune to a channel and hear how to buy a club t-shirt or listen to the DJ’s upcoming play list.

(¶5) The power of the internet will greatly enhance Waitless ability to simply and quickly update messages nationwide on connect Waitless systems. But Waitless will do many things the internet can not. In addition, it is time that companies that currently own brick and mortar locations, bring more value to their customers.

(¶6) For example, sporting events could transmit attending fans several channels of information. Besides the game play by play, fans could tune to channels that provide...

- updated scores from other sporting events,
- information on upcoming games,
- team ticket information,
- pre-game player and coach interviews,
- more detailed statistics of the game their watching, and
- even medical updates on injured players.

(Page 7; ¶1) Another unique and powerful feature of Waitless allows businesses to transmit encrypted messages that only designated employees can receive. This doesn't have to be potentially damaging information, but information more useful to a certain employee than anyone else. Information like detailed procedures how to operate certain machinery or computer terminals. Procedures that may rarely change, but must be repeated over and over to every new employee. This is not a message that the employees are tortured with by listening to over and over, but information they can turn off or tune to any time they need it.

(¶2) For example,

A manufacturer has detailed procedures in its shipping department. Details on how to ship different size and weight packages, to different time zones, with different shipping methods to several different distributors all with different bill of lading requirements. Written instructions may become overwhelming under this scenario. Waitless could simplify such information.

(¶3) Critical information, that may be used infrequently and difficult to find, can now be accessed without searching for a manual, at a flip of a switch. Information like how to reset or operate important equipment or machinery, where and how to replenish necessary supplies, who to call if there is an emergency.

(¶4) Another example of employee encrypted messaging.

A new high-tech product has just arrived in a retailer's store. The original equipment manufacturer (OEM) would rather educate the retailer's employees than overwhelm potential customers. The better educated the store employee, the better they will be able to answer even the most difficult questions.

(¶5) Under the old fashion method, you extensively train your employees, but your best trained employees inevitably leave. But now with Waitless, every employee can hear this important OEM information, everyday, at anytime. Employees training directly from the OEM. Training without you being there, training that the OEM can instantaneously modify at anytime.

(¶6) At shopping malls, Waitless could make employees aware of employee sales contests, how to handle returns, how to enter credit card information into the register, how to handle disgruntled employees, and who to call when shoplifting is suspected. Customers on the other hand, could hear about store sales, holiday store hours, how to apply for a store credit card, who to contact to register a complaint, and the store's return policy.

(¶7) But Waitless, could help so called “brick and mortar” retailers offer their customers other unique features. Customers could listen to the evening news, weather reports, financial news and/or sports all while shopping. Like the Miller Lite television ad, where guys are staked out under a clothing rack watching a football game while their wives and girlfriends shop, Waitless could provide these same men the ability to hear the game. But not only in that one store, but while walking throughout the mall.

(¶8) Waitless could do the usual by telling you where the nearest restroom, payphone, or restaurant is located. But Waitless could also help a parent find a lost child. Instead of trying to listen to every distorted message coming over the mall's paging system, one could tune to a designated

channel to hear lost child information. This channel would also explain where to go to recovery their child or lost wallet.

(Page 8; ¶1) In some areas of the country, one can drive up to a home for sale and tune to a designated radio station on the car stereo to hear a sales information on the home. With Waitless, instead of one channel, there can be several channels. Channels encrypted for the sales agent, regarding the buyer’s current asking price, time on the market, and other broker information. Potential buyers could receive information relevant to different parts of the home while walking around, not only sitting in their car. Important information that even the best broker may not have known or remembered. Information that can be easily be updated frequently and remotely.

(¶2) A number of museums are starting employee systems with pre-recorded messages. Messages that you can listen to while touring the museum. Some use portable tape players, some are starting to use more sophisticated digital storage devices that you enter a designated code and listen to the corresponding message. Like other wireless devices, these systems are relatively expensive and contain complex circuitry. Museums must employ people to maintain, recharge, rent and monitor these devices.

(¶3) Waitless places its more sophisticated capabilities in the transmitter and thus provides end users with a far cheaper receiver. This means less cost if a unit is lost, damaged or stolen. Waitless will use traditional AAA or AA batteries further reducing cost and maintenance.

(¶4) Updating messages with Waitless is far easier and less time consuming as well. With Waitless, one would only need to change a message at one computer and be done rather than having to re-record that message for each every device distributed to visitors. Recorded media does allow visitors to rewind, fast forward, or change the playback speed, but Waitless is always on and is always repeating. Meaning less of a hassle to find the right message, and no need to rewind or re-cue the message for it to repeat.

(¶5) While most of the previously mentioned applications should have relatively broad appeal. That appeal is dependant on many factors. One

(¶6) On campus, for registration. Trade shows

(¶7) This is 3 separate letter combined to start a biz plan

Questions to self

Rent units / month to Public, or Businesses, or both or neither

Rent unit / location with unit codes (i.e. \$5/day at Kennedy Space Center)

Suggest broadcasting ads or consumer reports

(¶8) Potential Problems

Receivers ability to have its signal blocked

People willing to have earpiece in ear

(Page 9; ¶1) Future competing models

Business setup and cost

Messages repeat, consequently you may enter a message in the middle, and not at beginning, but it does repeat

(¶2) Individuality effects ones purchases...

Which is more successful? Large mainframes vs. Personal computers

At a trade show, would you prefer to walk the floor as a group or on your own?

Do you like shopping in a group or on your own?

Which mode of transportation would you prefer? Trains vs. Cars

(¶3) With incredible product turnover how can a company keep their retailer educated, let alone the consumer?

(¶4) The Internet is great, but what about the 70% who aren't on it and may never be.

(¶5) What if you owned the most successful packaging company in the world...

-a package that could be understood by virtually any consumer, regardless of age, literacy, language spoken,

-a package that could be used on any product,

-a package that could greatly increase any products potential,

-a package that could educate the consumer better than any sales person in the world,

-a package that would be difficult for competitors to copy, and

-a package your customer paid for, not you.

(¶6) Interested? ...the puzzle has an answer... it called Waitless, by Matt O'Malley.

(¶7) Attorney

Would there be any advantage and / or precedent that you know of, for taping a non-disclosure agreement and / or meeting regarding a new idea.

(¶8) Need to find trustworthy, investor/partner to rapidly develop idea vs.

Slow pace protection- too slow, miss out on revenue

Where once information was only accessible to the wealth, it is now accessible to any one with internet access

(¶9) The computer has greatly increased ones ability to acquire intelligence without having to rely on a middle person to disseminate it or translate. Today, one can often go right to the source via the internet.

(¶10) But what about locations without easy access to computers (shopping malls, football stadiums,

post offices, movie theaters, used car lots):

(Page 10; ¶1) And what about those people without computer skills or with language barriers? Do they not spend money? Do they not have a desire to make informed purchases? How likely is it that they will get on the internet?

(¶2) Do people with advanced computer skills ever make purchases without first researching on the internet? Of course. But they no longer have to be uninformed purchases, thanks to Waitless. Customers: Consumers / OEMs / Retailers / Businesses / Government / Relators

(¶3) Let’s assume for a moment, that I have a product that doesn’t infringe on anyone else (I realize that’s a big assumption) but moving on... let’s assume this product has the following 10 factors:

- 1) is relatively simple and inexpensive to manufacture,
  - 2) could easily be used worldwide by almost every human being, regardless of their native language, level of education, or degree of literacy (can’t say that about the internet),
  - 3) would provide a definite benefit to almost any one, not just consumers but every business worldwide as well,
  - \*\*4) would be in the best interest of almost every manufacturer to promote,
  - \*5) would cost the both consumers and manufactures relatively little,
  - 6) would be relatively inexpensive to distribute,
  - \*7) the product would inherently be promoted worldwide for free,
  - 8) does require any government licensing (i.e. the FCC)
  - \*9) after successful distribution, it might be difficult for competitors to capture any of our existing markets due to its proprietary nature, and
  - 10) could be worth, not millions, but perhaps many billions...
- ...assuming these 10 elements, how can I, with very limited capital resources begin to protect such an idea worldwide.

(¶4) What

- \*\*challenge any one to put a product up to the same rigor
- \*\*can you name a product that can stand up that test
- \*) would be promoted worldwide for free
- \*) requires no FCC approval

(¶5) Locations:

Trade Shows (Las Vegas Convention Center)  
Theme Parks (Disneyland)  
Business Offices  
Manufacturers / Training  
Shopping Malls (Simons)  
Sports Bars

Airports (LAX)  
Post Office  
Video Stores (Blockbuster)  
Music Stores  
House Hunting (in & out of house)  
Car Shopping  
Universities  
Museums  
Stadiums  
Concerts  
Restaurants  
Hotels  
Theaters  
Ski Hills  
Hospitals  
Libraries  
Class rooms  
Churches  
nightclubs

(Page 11; ¶1) Consumer...

Museum

If the Walls could talk...

What story would this painting saying? (Show famous museum painting, then slow fade to black)

(¶2) OEM...

If the high tech equipment your company manufactured had unique features over your competitors, how would the consumer know?

(¶3) You just spent thousands training retailers about your product, but now you made some major improvements, what’s the quickest, most efficient way to get your news to the consumer?

(¶4) Retail

How many sales people would the customer like to see / How many can the retailer afford?

(¶5) In Airport...

Can anybody really hear this TV?

What if you would rather listen to another station?

What if you were didn’t speak English? (Slow circular truck around foreigner revealing earplug in ear)



Exhibit A – Proof of Conception Document: “BizPlan00j”

Inventor: OMalley, Matt

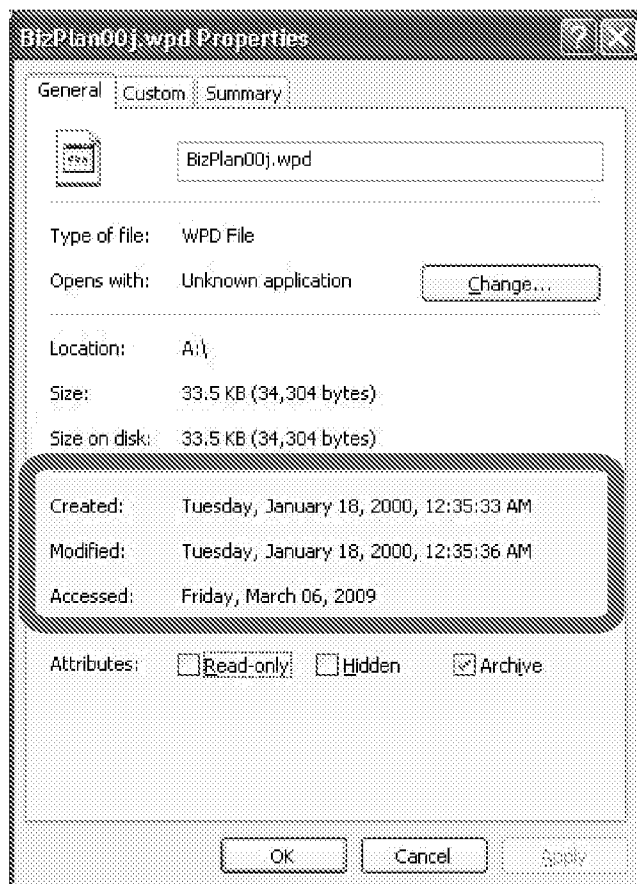
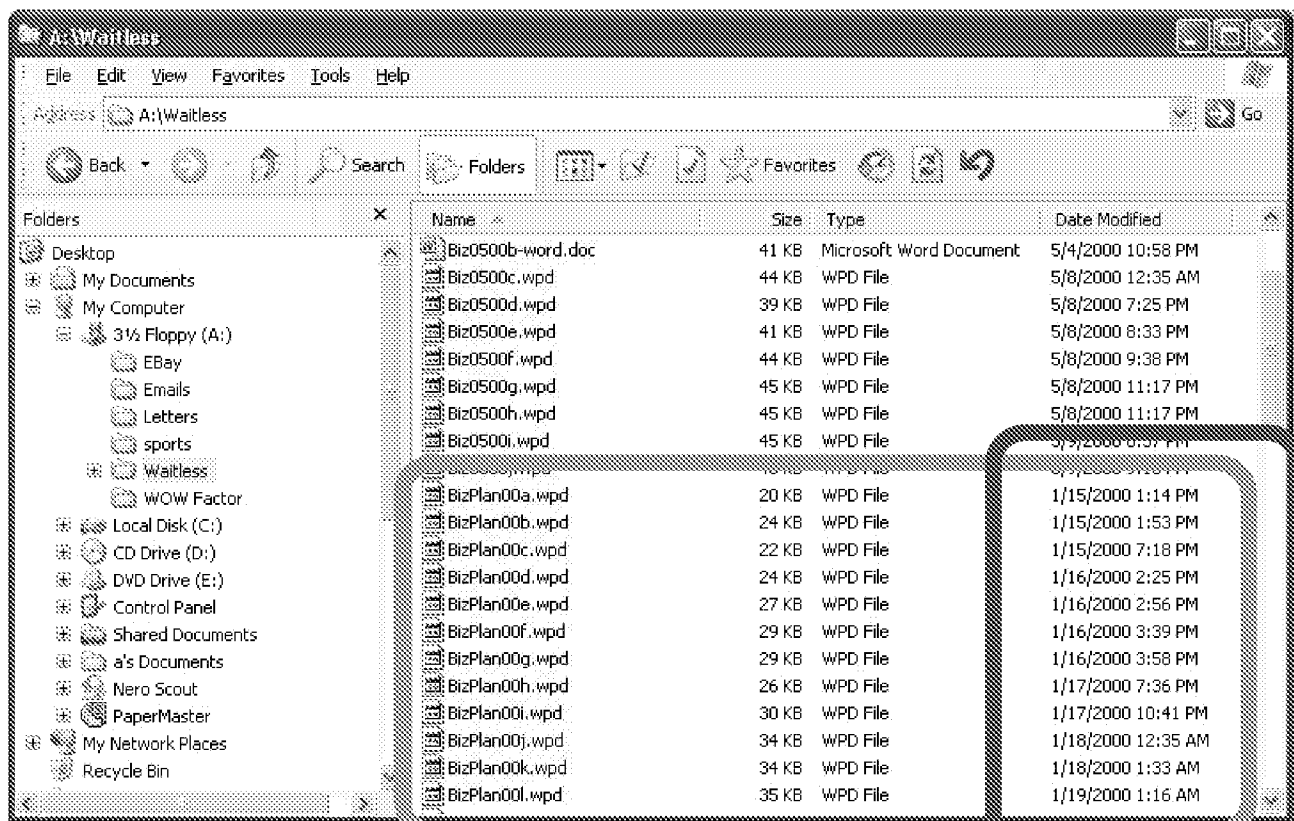
US App: 10538698

(Page 12; ¶1) Why is this VCR more expensive then this one (slow fade to black)  
What store

(Page 12; ¶2, end) How

## **Exhibit B**

Exhibit B  
Reg. Inventor: OMalley  
US App 10538698



Shows a progression of the same BizPlan document in WordPerfect starting with a "Date Modified" as: 1/15/2000 at 1:14 pm and progressing to 1/19/2000 at 1:16 am.

Shows a Created Date of: Tuesday, January 18, 2000, 12:35:33 AM and a Modified Date of: Tuesday, January 18, 2000, 12:35:36 AM

# **Exhibit C**

## **Part 1 of 4**



Invoice for telabout.com

Thursday, January 27, 2000 10:39 PM

From: "invoice@register.com" &lt;invoice@register.com&gt;

To: undisclosed-recipients

Subject: DOMAIN NAME REGISTRATION INVOICE

Date: 28-Jan-2000

From: invoice@register.com

To: mattomalley@earthlink.net

Date: 28-Jan-2000

Domain(s)

telabout.com

17326 Gilmore Street

Van Nuys, CA 91406

US

Customer Order Code: [REDACTED]

FROM:

register.com

575 8th Avenue

New York, NY 10018

United States

VOICE: +1 (212) 594-9880

FAX: +1 (212) 594-9448

SUPPORT: [http://www.register.com/create\\_ticket.cgi](http://www.register.com/create_ticket.cgi)

## E-MAIL INVOICE FOR DOMAIN REGISTRATION/RENEWAL

Please see attached detailed instructions and registration agreement

register.com is in receipt of valid credit card information for payment and confirms the following:

Domain Name: telabout.com

Subscription Length: 2 year(s)

Period From: 28-Jan-2000

Period To: 27-Jan-2002

Order ID: 5607374

Amount Charged (US\$): \$70.00

Total (this fee is non-refundable): \$70

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Registrant agrees to the terms and conditions of the current Registration Agreement.



Waitless.com

Tuesday, February 1, 2000 1:13 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: ericoalex@earthlink.net

Names00b.xls (33KB)

-----Inline Attachment Follows-----

Eric,

If you can't read an excel file, let me know.

Matt

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Do You Yahoo!?

Talk to your friends online with Yahoo! Messenger.

<http://im.yahoo.com>

**Letter to Curtis**

Wednesday, February 9, 2000 7:46 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: jc2728@aol.com

Curtis,

The following is in response to our conversation yesterday evening regarding my product "Waitless". This is a revolutionary idea and I know of no other product that can match the following benefits...

Like the internet, Waitless is:

- 1) a definite benefit to almost any one; and not just consumers but almost every business worldwide;
- 2) relatively simple and inexpensive for us to produce, distribute, and promote;
- 3) in the best interest of participating manufacturers to promote;
- 4) relatively inexpensive for consumers and other businesses to purchase;
- 5) (due to its unique benefits to humankind), likely to eventually receive free worldwide press;
- 6) not likely to require any government licensing (i.e. the FCC);

Unlike the internet, Waitless is:

- 7) easy to operate worldwide, by almost every human being, regardless of their native language, level of education, or degree of literacy; and
- 8) after successful distribution, it might be difficult for competitors to capture any of our existing markets due to its proprietary nature.

There are actually more interesting features, some completely unique on there own, but which might give it a way.

Sincerely,  
Matt

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Do You Yahoo!?

Talk to your friends online with Yahoo! Messenger.

<http://im.yahoo.com>

**Waitless Project**

Tuesday, February 15, 2000 11:31 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Sveinn Thordarson" &lt;Sveinn.Thordarson@trw.com&gt;

Sveinn,

When we last met on Friday, December 10th 1999, regarding my Waitless project, you made it clear you were only interested in paying projects and not in trading any services for equity. If I can raise the appropriate capital, I would like your general assessment as to how much money for time and resources you believe it would take to design and build both a multi-channel receiver and transmitter as per our earlier conversation.

Ideally, you could give me your hourly rate, a monthly rate and a project rate. As well as a rough idea how much you would need for material costs. As far as a project rate, I just need a general idea. I realize some undetermined items may effect the cost. If you are not interested or unavailable, perhaps I could hire you part-time or at least pay you to assist in my hiring someone else.

Thanks,  
Matt O'Malley  
Voicemail (818) 907-3939  
Home (818) 344-1000

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Do You Yahoo!?

Talk to your friends online with Yahoo! Messenger.

<http://im.yahoo.com>



**Preliminary Thoughts**

Wednesday, February 16, 2000 10:07 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: sveinn@autovision.net

Sveinn,

I received your message earlier today. I didn't call your cell number right back, because I too was busy with my boss, but I do appreciate your call.

In terms of a project rate, I agree we should talk about requirements first. Since I lack your technical expertise, some decisions I will need your help on. Perhaps, we should look at the project in separate phases.

(Phase 1) A basic multi-channel receiver and transmitter (you have a good memory, the existing patent we looked at, listed 8 channels), but I was hoping our model would be capable of something like 26 channels. The cost efficiency for me, as well as to future end users, will likely dictate that decision/the number of channels. On the other hand, a less sophisticated working prototype for demonstrating and patenting purposes, may be enough.

(Phase 2) A more sophisticated receiver, i.e. with encryption and / or electronic serial number, smaller, etc. (Phase 3) A more sophisticated transmitter, i.e. the ability to interface with computers, the ability to mount in challenging locations, etc.

These are just my initial thoughts, but you have more experience with this than I, so I am open.

Sincerely,  
Matt

---

Do You Yahoo!?

Talk to your friends online with Yahoo! Messenger.

<http://im.yahoo.com>

**Engineer Search**

Tuesday, April 4, 2000 10:56 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: c.barrett@ieee.org

Dear Curt,

As my voicemail stated, I received your name and number from Bob Harper. I am looking to hire an engineer to help develop a digital audio product with multiple channels. I am not an engineer, but would anticipate using either the 2.4 ghz spectrum or Infrared. I would prefer to meet with any interested parties prior to specifying the details.

I apologize for the phone tag. I did leave a message last Wednesday, that due to a large project which has suddenly come up, it would be better if I called you at the end of next week (now - the end of this week). Are there better times than others to call your office?

I will be heading to the National Association of Broadcasters Convention in Las Vegas on Sunday, April 9th and returning April 12th. I look forward to hearing from you.

Sincerely,

Matt O'Malley

[mattomalley@earthlink.net](mailto:mattomalley@earthlink.net)

(818) 907-3939

---

**Do You Yahoo!?**

Talk to your friends online with [Yahoo! Messenger](#).

---

**NAB and NBA**

Sunday, April 16, 2000 7:03 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: jvickers@groome.ca

Jerry,

How was the Rio? I heard later that there were some good parties at the Rio, Tuesday night.

I am hoping to meet with a new engineer, regarding my project later this week. I will let you know how that goes.

My Milwaukee Bucks must win Monday against Orlando or need your Toronto Raptors to beat Orlando Wednesday to make the final playoff spot in the east.

Take care,

Matt

**Jerry Vickers** <jerryvickers@home.com> wrote:

Matt,

It was a pleasure to meet you at the NAB and thanks for the 'taxi' service for my business dinner. I look forward to following up on your 'new' technology play on the www world!!

My work e-mail is jvickers@groome.ca. My work number is 416-861-9885. My personal cell number is 416-738-9764.

All the best!!

---

**Do You Yahoo!?**Send online invitations with [Yahoo! Invites](#).



**Re: Telabout**

Thursday, May 4, 2000 11:02 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: JC2728@aol.com

Biz0500b-word.doc (42KB), Biz0500b.wpd (40KB)

Jim,

Attached is a rough Telabout Marketing / B-Plan. I converted it MS Word, hopefully you can read it. Please keep the information very confidential. If you do print it out, please be sure to shred them afterwards or mail them back to me... thanks, Matt

---

**Do You Yahoo!?**

Send instant messages & get email alerts with [Yahoo! Messenger](#).

---



**Rough Telabout Outline**

Monday, May 8, 2000 11:40 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: JC2728@aol.com

word-Biz0500h.doc (43KB)

Jimmy,

| Confidential Information Enclosed. See Telabout Attachment.

| It may appear more disorganized, but I actually spent over 4 hours trying to rearrange the text following an outline. Hopefully, it helped.

| Crazy Coma Man

---

**Do You Yahoo!?**

Send instant messages & get email alerts with [Yahoo! Messenger](#).

---



Re: Meeting May 15

Tuesday, May 9, 2000 3:06 PM

From: "David Turner" <DTurner@att.net>

To: "Matt O'Malley" <mtoski@yahoo.com>

DTurner.vcf (289b)

Hi Matt,

This works fine; I'll keep this email yahoo address too.

Something to think about - product development is expensive. In general, when we think about a 'ground-up' proprietary RF design for a high volume consumer or commercial product, we expect development costs of one or more millions of dollars for engineering and productization. Applications of existing technology cost less, so there are tradeoffs. How will you fund this development?

Is there any information you want me to look at to see about this potential project? Do you have an NDA you want me to review in advance?

Sincerely,

David

--

David Turner  
Turner Engineering Company  
2006 Glyndon Avenue  
Venice, CA 90291  
ph 310 915-7601  
fx 310 390-4742



Re: Jerry the VC

Wednesday, May 10, 2000 8:27 AM

From: "JC2728@aol.com" <JC2728@aol.com>

To: mntoski@yahoo.com

It seems that he may be enticed.....

---



Re: Meeting May 15

Wednesday, May 10, 2000 10:03 AM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: DTurner@ieee.org

David,

I have faxed the NDA for your review.

If you are asking if I have receive venture capital before designing the product... the answer is no. If you are asking if I'm willing to explore existing technologies.. the answer is yes.

Product development stages and their funding will likely be dependent on factors such as: the likelihood to acquire IP, the associated costs and the value of the IP. I have been involved in other start-ups, have a number of capital connections, written several business plans and have raised capital before.

I do appreciate your offer to review information beforehand, but unfortunately that would be difficult. I will however, have a written marketing plan that I will bring with me on Monday.

Sincerely,

Matt  
(818) 344-1000

--- David Turner <DTurner@att.net> wrote:

- > Hi Matt,
- >
- > This works fine; I'll keep this email yahoo address
- > too.
- >
- > Something to think about - product development is
- > expensive. In
- > general, when we think about a 'ground-up'
- > proprietary RF design for a
- > high volume consumer or commercial product, we
- > expect development costs
- > of one or more millions of dollars for engineering
- > and productization.
- > Applications of existing technology cost less, so
- > there are tradeoffs.
- > How will you fund this development?
- >
- > Is there any information you want me to look at to
- > see about this



> potential project? Do you have an NDA you want me  
> to review in advance?

>

> Sincerely,

>

> David

>

>

>

> --

> David Turner

> Turner Engineering Company

> 2006 Glyndon Avenue

> Venice, CA 90291

> ph 310 915-7601

> fx 310 390-4742

>

> > begin:vcard

> n:Turner;David

> tel;fax:310 390-4742

> tel;work:310 915-7601

> x-mozilla-html:FALSE

> org:Turner Engineering Company (Tenco)

> version:2.1

> email;internet:DTurner@ieee.org

> adr;quoted-printable:;;2006 Glyndon

> Avenue=0D=0A;Venice;CA;90291;USA

> x-mozilla-cpt:;720

> fn:David Turner

> end:vcard

>

---

Do You Yahoo!?

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<http://im.yahoo.com/>



Trademark.Com

Monday, July 17, 2000 2:08 PM

From: "jgreenfield@trademark.com" <jgreenfield@trademark.com>

To: maitomalley@earthlink.net

Dear Trademark Professional:

Trademark.Com is the industry's first web-based search system that allows you to search across Federal and State databases plus a collection of Common Law sources simultaneously!

- \* One flat annual fee.
- \* Unlimited researching.
- \* Includes 24-hour box information that other systems bypass!
- \* The most timely Federal trademark information available anywhere - even more current than USPTO.

CALL TODAY FOR YOUR FREE DEMONSTRATION AND TRIAL PASSWORD.

Regards,

John Greenfield  
Regional Account Manager  
[jgreenfield@trademark.com](mailto:jgreenfield@trademark.com)  
Office: 661-297-0938  
Fax: 661-297-0961

**Invoices**

Tuesday, September 5, 2000 1:02 PM

From: "Paul Cambria" &lt;paul@echoent.com&gt;

To: "Steve Cohen" &lt;cohenNFL@aol.com&gt;

Cc: "Matt O'Malley" &lt;mtooski@yahoo.com&gt;

Steve,

I need invoices from you I believe for the past two weeks. Please send via e-mail when you get a chance.

Thanks Paul

PS...if you have some idea about what you might be talking about we can get started on building graphics.



'Mother' ...emergencies

Friday, September 8, 2000 9:14 AM

From: "Caron.Roesler@psd.invensys.com" <Caron.Roesler@psd.invensys.com>

To: mntoski@yahoo.com

Matt,

So sorry to have to have to inform you of such news; but we have real cause for concern Mom was admitted to the the hospital again. She went via ambulance yesterday, due to asthma, she almost stopped breathing. This was the 6th or 7 th time in the last 7 months she has been admitted., and 3 of those times by ambulance , because she stopped breathing. I know you are very busy, but I do think you really need to come home.

...love caron



Re: 'Mother'

Tuesday, October 17, 2000 10:52 AM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: Caron.Roesler@psd.invensys.com

Caron,

Good talking with you this morning... hang in there. I'll have to check out my receipts from my last visit to the Dells... Garbage pick up (\$700?, Mom paid \$185), Accountants / Attorneys (\$285; again, thanks for the check to [REDACTED], Garage door opener (\$270), workers, tools, etc.

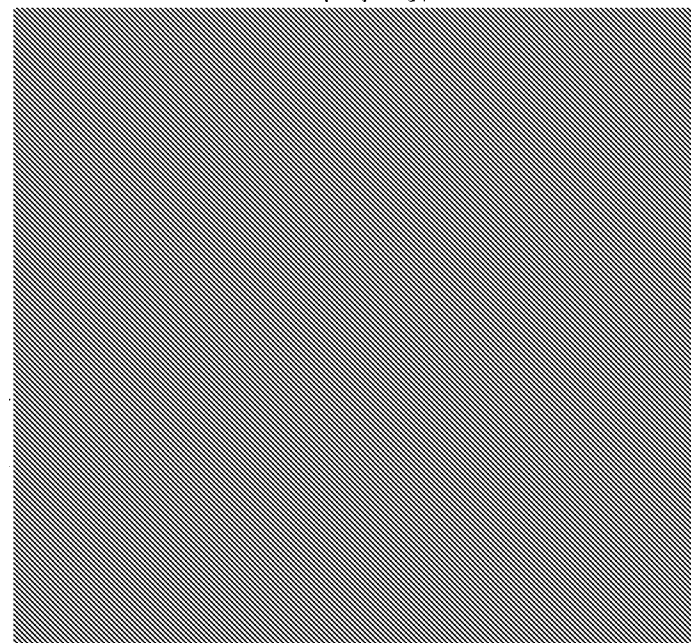
Looking forward, we probably [REDACTED] Mom to get enrolled in the physical therapy treatment at St.

[REDACTED]  
a new PC, and perhaps a cell phone.

We should also consider long term health care insurance, which is between [REDACTED], depending on the terms of the coverage (i.e. 3 year policy or lifetime). As you can see, things can really add up, but avoiding these costs and issues, will costs us far more in the long run.

Not to mention, I think Mother should put together a list of work that still needs to be done to winterize the Port, and we should pay help to finish the job.

If mother does not sell the property, she will need a



Thanksgiving, but in the meantime I could call Caryl  
(I don't know her rates).

As we discussed with Mother, these expenses should be  
reimbursed by the estate or if she should sells the  
property, but these expenses are really going to start  
adding up. We need to talk so we can make some  
decisions, spell things out and ultimately get things  
moving forward.

Also, don't forget to start your daily diary regarding  
work, at home.

Thanks,  
Matt  
(818) 981-9868 - Work  
(818) 344-1000 - Home  
(818) 907-3939 - Voicemail/Pager  
(818) 554-8007 - Cell  
(818) 345-5775 - Fax

---

Do You Yahoo!?

Yahoo! Messenger - Talk while you surf! It's FREE.  
<http://im.yahoo.com/>

---



RE: wireless earpiece

Monday, November 20, 2000 6:47 PM

From: "NEOHCL" <neohcl@freesystems.com.sg>

To: "Matt O'Malley" <mtoski@yahoo.com>

Background0900.PDF (13KB)

Dear Matt,

Likewise its been a pleasure talking to you.  
We started filing for patents (for FreeSystems) late of last year. So far we have filed for 6-7. It takes 18-24 months typically from filing to issuance so you would not be able to see it yet. Applications are confidential & not listed.

SO what you pick up are the patents I held in my last job. Attached is our FreeSystems backgrounder.

My trip has been very successful. It has been an extended trip through Japan as well. The response & the leads generated has been excellent.

With regards,

Neoh Chong Lim  
Managing Director,  
FreeSystems Pte.Ltd.

-----Original Message-----

From: Matt O'Malley [mailto:[mtoski@yahoo.com](mailto:mtoski@yahoo.com)]

Sent: Monday, November 20, 2000 11:25 PM

To: [neohcl@freesystems.com.sg](mailto:neohcl@freesystems.com.sg)

Subject: wireless earpiece

Chong Lim,

It was a pleasure meeting with you during Comdex in Las Vegas. I am very excited about the potential of developing the wireless earpiece we spoke about.

Researching the PTO database, I did locate a patent that listed you as the inventor and TriTech as the applicant for a "tablet with system power saving features...", but I did not find any information regarding the headphones or your Freespan DSP. Perhaps you could clue me in as to what I need to look under for your latest patents or applications.

I hope your trip was successful and look forward to working with you in the future.

Sincerely,

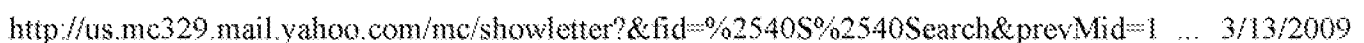
Matt O'Malley  
(818) 907-3939 voicemail/pager

---

Do You Yahoo!?  
Yahoo! Calendar - Get organized for the holidays!  
<http://calendar.yahoo.com/>

---







**Agreements**

Thursday, December 21, 2000 10:49 AM

From: "Robert Berliner" <rberliner@fulbright.com>

To: Mtoski@yahoo.com

development\_consulting\_services.wpd (11KB), Comprehensive NDA letter.wpd (19KB)

-----Inline Attachment Follows-----

Matt:

Here are the two agreement forms I spoke of this morning, in WordPerfect format.

Robert Berliner  
Fulbright & Jaworski LLP  
865 S. Figueroa Street  
Los Angeles, California 90017  
phone: 213-892-9237  
fax: 213-680-4518



RE: Proposed Meeting / FreeSystems

Friday, January 5, 2001 2:20 PM

From: "NEOHCL" <neohcl@freesystems.com.sg>

To: "Matt O'Malley" <mtoski@yahoo.com>

Will do. Confirm 5pm Sunday.  
Our suite number is 19038.

Neoh

-----Original Message-----

From: Matt O'Malley [mailto:[mtoski@yahoo.com](mailto:mtoski@yahoo.com)]

Sent: Saturday, January 06, 2001 4:45 AM

To: NEOHCL

Subject: Re: Proposed Meeting / FreeSystems

Dear Neoh,

I will swing by you booth Saturday afternoon, and  
would like to meet at Treasure Island, Sunday, at 5 pm  
if that still works for you.

Sincerely,  
Matt

----- NEOHCL <[neohcl@freesystems.com.sg](mailto:neohcl@freesystems.com.sg)> wrote:

> Dear Matt,

>

> Suggest the following possibilities:

> 1) Breakfast on SUneday (7th Jan) - 7:30 am to 9 am

> 2) Meet @ Treasure Island Sunday (7th Jan) 5pm

>

> My Dinner slots are tied up. Lunch is possible on

> Monday 8th Jan.

>

> You are also welcome to drop by our booth @ Silver

> Pavillion

> (just next to LVCC); Upsides' Digital Living Room

> Area.

> We're showing our wireless speaker concept & xdream

> optical.

>

> With regards,

>

> Neoh Chong Lim

> Managing Director,

> FreeSystems Pte.Ltd.

>

>

>

**License Agreement**

Tuesday, March 20, 2001 8:15 AM

From: "Matt O'Malley" <mtoski@yahoo.com>  
To: "Robert Berliner" <rberliner@fulbright.com>  
Cc: birwin@earthlink.net

Robert,

I have a friend, Bill Irwin, who needs a license agreement for a set of Christmas tree lights he has patented. The license agreement would be with a manufacturer in Chicago. I suggested to Bill that you may be able to help him. Reminder - we met back on Dec. 21, 2000 regarding my wireless idea "Telabout".

Bill is hoping to meet with someone as soon as possible. Please let me know if this is of interest or if you could refer us to someone.

Thanks,  
Matt

---

Do You Yahoo!?

Get email at your own domain with Yahoo! Mail.  
<http://personal.mail.yahoo.com/>

---



Patent Agent

Tuesday, May 8, 2001 9:03 AM

From: "David Turner" <db.turner@gte.net>

To: "Matt O'Malley" <mtoski@yahoo.com>

Hi Matt,

Good to hear from you; things are going well, but too darn busy. My patent agent is Ed Grey, 310 398-4504. Please say hello for me.

All best, David

--

David Turner  
Turner Engineering Company  
2006 Glyndon Avenue  
Venice, CA 90291  
ph (310) 915-7601  
fx (310) 390-4742

Please reply to [dturner@ieee.org](mailto:dturner@ieee.org)



RE: Proposed Meeting / FreeSystems

Wednesday, May 9, 2001 2:51 AM

From: "NEOHCL" <neohcl@freesystems.com.sg>

To: "Matt O'Malley" <mtoski@yahoo.com>

Hi Matt,

No we won't be at E3 but I'll be @ NY Entertainment show (11-13May).

How's your project going ?

Neoh

-----Original Message-----

From: Matt O'Malley [mailto:[mtoski@yahoo.com](mailto:mtoski@yahoo.com)]

Sent: Tuesday, May 08, 2001 9:37 PM

To: NEOHCL

Subject: RE: Proposed Meeting / FreeSystems

Neoh,

Will you be exhibiting or attending E3 in Los Angeles,  
May 17-19?

Matt O'Malley  
(818) 344-1000

--- NEOHCL <[neohcl@freesystems.com.sg](mailto:neohcl@freesystems.com.sg)> wrote:

> Will do. Confirm 5pm Sunday.

> Our suite number is 19038.

>

> Neoh

>

> -----Original Message-----

> From: Matt O'Malley [mailto:[mtoski@yahoo.com](mailto:mtoski@yahoo.com)]

> Sent: Saturday, January 06, 2001 4:45 AM

> To: NEOHCL

> Subject: Re: Proposed Meeting / FreeSystems

>

>

> Dear Neoh,

>

> I will swing by your booth Saturday afternoon, and

> would like to meet at Treasure Island, Sunday, at 5

> pm

> if that still works for you.

>

> Sincerely,

> Matt

>

>

```
> Do You Yahoo!?
> Yahoo! Photos - Share your holiday photos online!
> http://photos.yahoo.com/
```

Do You Yahoo!?  
Yahoo! Auctions - buy the things you want at great prices  
<http://auctions.yahoo.com/>

**RE: Proposed Meeting / FreeSystems**

Wednesday, May 9, 2001 10:59 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "NEOHCL" &lt;neohcl@freesystems.com.sg&gt;

Neoh,

I have probably spent more than 800 hours on the business plan since we met back in Las Vegas. I am planning a trip to New York, but not until June. Do you have any plans to go to California or Las Vegas soon? I hope all is going well and good luck in New York.

Sincerely,  
Matt

----- NEOHCL &lt;neohcl@freesystems.com.sg&gt; wrote:

> Hi Matt,  
> No we won't be at E3 but I'll be @ NY Entertainment  
> show (11-13May).  
> How's your project going ?

>  
> Neoh

>  
> -----Original Message-----  
> From: Matt O'Malley [mailto:mtoski@yahoo.com]  
> Sent: Tuesday, May 08, 2001 9:37 PM  
> To: NEOHCL  
> Subject: RE: Proposed Meeting / FreeSystems

>  
>  
> Neoh,  
>  
> Will you be exhibiting or attending E3 in Los  
> Angeles,  
> May 17-19?

>  
> Matt O'Malley  
> (818) 344-1000

>  
>  
>  
> ----- NEOHCL <neohcl@freesystems.com.sg> wrote:  
> > Will do. Confirm 5pm Sunday.  
> > Our suite number is 19038.

> >  
> > Neoh

> >  
> > -----Original Message-----  
> > From: Matt O'Malley [mailto:mtoski@yahoo.com]



<http://us.mc329.mail.yahoo.com/mc/showletter?&fid=%2540S%2540Search&prevMid=1> ... 3/12/2009

- > > Do You Yahoo!?
- > > Yahoo! Photos - Share your holiday photos online!
- > > <http://photos.yahoo.com/>

>

>

>

---

> Do You Yahoo!?

> Yahoo! Auctions - buy the things you want at great  
> prices

> <http://auctions.yahoo.com/>

---

Do You Yahoo!?

Yahoo! Auctions - buy the things you want at great prices  
<http://auctions.yahoo.com/>



Re: no worries

Wednesday, May 23, 2001 1:48 PM

From: "Curtis Giesen" <curtis@drdrew.com>

To: "Matt O'Malley" <mtoski@yahoo.com>

cool. thanx for understanding.

curtis

----- Original Message -----

From: Matt O'Malley <mtoski@yahoo.com>

To: Curtis Giesen <curtis@drdrew.com>

Sent: Wednesday, May 23, 2001 1:33 PM

Subject: no worries

> curtis,

>

> no worries... just let me know, thanks, Matt

>

>

>

> --- Curtis Giesen <curtis@drdrew.com> wrote:

> > matt,

> >

> > i have to focus this week on my professional life -

> > i am trying to close

> > some business and it is not done.

> > maybe next week. thanx for bearing with me.

> >

> > i enjoyed discussing your idea. i am intrigued. i

> > just need to get my life

> > together a bit.

> >

> > curtis

> >

> > ----- Original Message -----

> > From: Matt O'Malley <mtoski@yahoo.com>

> > To: <curtis@drdrew.com>

> > Sent: Tuesday, May 22, 2001 9:34 AM

> > Subject: sky bar

> >

> >

> > > Curtis,

> > >

> > > Sorry that the plan I gave you was so thick. I

> > > have

> > > recently made some improvements and printed it out

> > > on

> > > both sides of the paper, cutting the thickness in

> > > half. Also, by using a color laser printer, the

> > > picture and graphic quality is much better.

> > >  
> > > Are you available to meet at the Sky Bar, tomorrow  
> > > (Wednesday, 6:30ish), or any time this week?

> > >  
> > > thanks,  
> > > Matt

> > >  
> > > \_\_\_\_\_

> > > Do You Yahoo!?  
> > > Yahoo! Auctions - buy the things you want at great  
> > prices

> > > <http://auctions.yahoo.com/>

> >

>

>

>

> \_\_\_\_\_

> Do You Yahoo!?  
> Yahoo! Auctions - buy the things you want at great prices  
> <http://auctions.yahoo.com/>



Re: Fwd: Telabout NDA and cover

Thursday, June 7, 2001 9:10 AM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: frank.nebbeling@reuters.com

Frank,

My trip hopes looked out of the question, when I got a call to possibly go to New Hampshire for a TV shoot, June 14th-16th. Unfortunately, I won't know until Monday, June 11th, but I was hoping to swing down to New Jersey/NY for Saturday night, June 16th, and leave Sunday or Monday, back to LA.

I already mailed the check, but I can surely bring one with me or mail another. Hope all is going well.

Matt

ph (818) 344-1000  
fax (818) 345-5775  
cell (818) 554-8007  
Echo (818) 981-9868  
vm (818) 907-3939

--- frank.nebbeling@reuters.com wrote:

>  
> Matt No problem \_ I will fax friday - I am typing on  
> the plane headed to St.Louis  
> ps can you send your next check for 2 months since I  
> lost the last one  
>  
> Any update on your travels ?  
>  
>  
>  
>  
>  
>  
>  
> Matt O'Malley  
>  
>  
>  
> <mtoski@yahoo To:  
> Frank Nebbeling/NYC/US/Reuters@REUTERS  
>  
> .com> cc:  
>  
>  
>  
> Subject:  
> Fwd: Telabout NDA and cover  
>  
> 06/06/2001 Header:  
> Internal Use Only

A A A A A A A A A A A A

> Note: forwarded message attached.

```
> Do You Yahoo?
> Get personalized email addresses from Yahoo! Mail -
> only $35
> a year! http://personal.mail.yahoo.com/
>
> Received: from [209.178.190.174] by
> web13306.mail.yahoo.com; Sat, 19 May 2001 21:07:47
> -0700 (PDT)
> Date: Sat, 19 May 2001 21:07:47 -0700 (PDT)
> From: Matt O'Malley <mtoski@yahoo.com>
> Subject: Telabout NDA and cover
> In-reply-to: <d0.15db917b.2838918f@aol.com>
> To: Dreif1000@aol.com
> MIME-version: 1.0
> Content-type: multipart/mixed ;
> boundary="Boundary_(ID_DUCW0NsjjBnJdUVVJSAoMEw)"
> Content-length: 73135
```

> Doug,

- > The NDA is four pages and the other document is the
- > from the cover of the Business Plan.

> thanks,  
> Matt

- > Hm(818) 344-1000
- > Fx(818) 345-5775
- > Wk(818) 981-9868
- > Cl(818) 554-8007

```
> -- Dreif1000@aol.com wrote:
> > test
```

> >

> > reply

> >

>

>

>

> .....  
> Do You Yahoo!?

> Yahoo! Auctions - buy the things you want at great

> prices

> <http://auctions.yahoo.com/>

>

> (See attached file: NDA-doug1.doc)

> (See attached file: Pg1-Doug.doc)

>

>

>

>

> .....  
> Visit our Internet site at

> <http://www.reuters.com>

>

> Any views expressed in this message are those of

> the individual

> sender, except where the sender specifically

> states them to be

> the views of Reuters Ltd.

>

> ATTACHMENT part 2 application/msword  
name=NDA-doug1.doc

> ATTACHMENT part 3 application/msword  
name=Pg1-Doug.doc

> .....  
Do You Yahoo!?

Get personalized email addresses from Yahoo! Mail - only \$35  
a year! <http://personal.mail.yahoo.com/>



Re: many updates

Tuesday, June 12, 2001 8:43 AM

From: "Curtis Giesen" <curtis@drdrew.com>

To: "Matt O'Malley" <mtoski@yahoo.com>

thanx. i have trying to get some projects going to pay the bills and they are not done. until then, i have to focus on this. i would say that in two weeks this will be done.

call me when you are around and we will set up some time.

curtis

----- Original Message -----

From: Matt O'Malley <mtoski@yahoo.com>

To: Curtis Giesen <curtis@drdrew.com>

Sent: Tuesday, June 12, 2001 8:24 AM

Subject: many updates

> curtis

>

> just curious how things are going? i have been  
> working with a patent agent, have met with a couple of  
> great engineers, added a section to the plan "barriers  
> to entry" and have also put some numbers to potential  
> revenues if we concentrated on trade shows (extremely  
> impressive).

>

> i am going to new hampshire for a shoot wednesday  
> through sunday, may also try to swing by and see a old  
> friend in new york with the plan. i would love to  
> show you the updates if you have any time when i get  
> back.

>

> matt

>

>

> Do You Yahoo!?

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> a year! <http://personal.mail.yahoo.com/>





Ken Gold's references

Tuesday, June 12, 2001 9:30 AM

From: "Ken Gold" <KGold@proiris.com>

To: "mattomalley@earthlink.net" <mattomalley@earthlink.net>

Matt,

Good meeting yesterday!

Here are the references I mentioned yesterday:

Glen Humphrey, President  
Applitech, Inc.  
818-341-5595  
e-mail: [glen@applitec.com](mailto:glen@applitec.com)

Mike Zachariash, Director of Manufacturing Operations  
(goes by "Mike Zee")  
IRIS, Inc.  
818-709-1244 ext 157  
e-mail: [mike.zachariash@proiris.com](mailto:mike.zachariash@proiris.com)

Jody Gerstner, Technical Director, Show-Ride Engineering  
Walt Disney Imagineering (WDI)  
818-544-6933  
e-mail: [jody.gerstner@disney.com](mailto:jody.gerstner@disney.com)

Ken



NY / NH

Tuesday, June 12, 2001 9:54 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: frank.nebbeling@reuters.com

Frank,

So far it looks like I am flying in on an ATA red eye Wednesday night - arriving LaGuardia at 9:30 am Thursday, June 14. Might there be a health club, I can shower at in Manhattan and then meet you for lunch? I am also hoping to see Nancy Frey Jarecki, but I am not sure if that will be during the day Thursday or Thursday night.

Then I would like to drive to your place, if that's okay, Thursday night. Friday, I need to drive to New Hampshire, so that I'm in Manchester, NH, by 7 pm to meet my camera guy.

I couldn't get a reasonable flight from Newark to Manchester or vice versa, so I driving back Sunday and flying out of LaGuardia at 8 pm Monday, night. I can either stay at a hotel in route or hook up with you, but it might be somewhat late. I still have received our schedule for Sunday's shoot.

matt

---

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*Buell / Harley Davidson Shoot  
For: Andy Garcia Production*

*\*\*This log was created after the shoot on Sunday, 6-17-01,  
and may not be 100% accurate*

*June 16 & 17, 2001*

*New Hampshire International Speedway, 10 miles north of Concord on Hwy 106*

**Beta Tape 1 of 5**

B-roll Buell Tent outside Speedway / Saturday

Interview with Rick Blais

Works with local dealership in LaConia

has worked his way up through the parts department  
and now in sales. Gave us the history of the event.

B-roll of Buell's Battle Track in Speedway parking lot

**Tape 2 / \*\*\*RF problems due to extreme heat**

Interviews / testimonials from people who rode the Street demo ride

Jeff

Girl

"bought Buell because of trade-in program"

Girls' boyfriend

Third friend

\*\*\*RF problems due to extreme heat / changed tapes

**Tape 3**

Redid some of the interviews

Interview with Erik Buell (RF problems again)

Erik continued (some great sound bites)

Sunday, June 17, 2001

B-roll -Buell at Track in their race garage

**Tape 4**

B-roll Race shop

Interview Jay Hawley / random who rides Buell

Interview Don Tilley (Buell Crew Chief/Tilley Team)

**Tape 5**

Interview Terry / Crew Chief Hal's Team

B-roll of Harley Race Garage

Interview Trippe Nobles / Tilley Team Rider

Interview Mike (Zucatto / spelling?) / Hal's Team Rider

*Buell / Harley Davidson Shoot  
For: Andy Garcia Production*

*\*\*This log was created after the shoot on Sunday, 6-17-01,  
and may not be 100% accurate*

*June 16 & 17, 2001  
New Hampshire International Speedway, 10 miles north of Concord on Hwy 106*

**POV - Tape 1 / Saturday (very hot and sunny)**

Buell - Wendy/Yellow Bike - over the shoulder

**\*\*It takes 10 minutes for these POV riders to get out on to more  
open road and then 10 minutes of worthless footage to get back.**

Wendy - Forward (can be used with any Buell bike - non-discript)

Wendy- Looking at rider

**POV- Tape 2**

Buell Red bike / side mount of guy in yellow t-shirt  
then low angle / looking forward

Harley bike / over the shoulder (high angle - not that great)

**POV - Tape 3 / Sunday (cloudy and started to rain)**

Jay Hawley - POV from rider's helmet (1997 bikes, but shouldn't be  
the shot) Jay went with another rider / dialog?

Also Interviewed him on tape 4

**Re: Got Your Message**

Friday, June 15, 2001 10:36 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: Dturnerengco@aol.com

David,

Welcome back – I'm actually in New York and won't be back until Tuesday, next week. Would you have any availability later in the week? I'm putting together a TV show from 3pm to midnight each night after I get back, so earlier in the afternoon or 11-ish might be better for me.

Matt

--- Dturnerengco@aol.com wrote:

&gt; Hi Matt,

&gt;

&gt; I'm in Tokyo; got your messages. Glad you got

&gt; together with Ed Grey. I'll

&gt; be back in LA Saturday, probably human Monday.

&gt; Please call at your

&gt; convenience.

&gt;

&gt; All best, David

---

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**NH Int'l Speedway shoot**

Monday, June 18, 2001 3:28 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: cindyb@chorus.net

BUELL-2.doc (22KB)

-----Inline Attachment Follows-----

rough log attached / word format

---

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<http://buzz.yahoo.com/>

---



RE: Ed Gray / Tues. AM

Monday, June 25, 2001 2:40 PM

From: "Ken Gold" <KGold@proiris.com>

To: "Matt O'Malley" <mtoski@yahoo.com>

Matt,

A 9AM pickup is great. I planned on e-mailing you that file of the card-sorter spec along with Iris's address, but I left home without doing it, so for now, only Iris's address:

International Remote Imaging Systems (IRIS)  
9162 Eton Ave.  
Chatsworth 91311

Eton is 2 blocks east of Canoga Ave. Iris's location is about 500 ft north of Nordhoff St, on the east side of the street.

See you tomorrow morning.

Ken

-----Original Message-----

From: Matt O'Malley [mailto:[mtoski@yahoo.com](mailto:mtoski@yahoo.com)]

Sent: Monday, June 25, 2001 2:26 PM

To: Ken Gold

Subject: Ed Gray / Tues. AM

Ken,

I called Ed Gray and Jeff Landau about meeting tomorrow around 10 am, hopefully that time is still good for you.

Please e-mail me directions and / or the street address for Iris and I will pick you up around 9 am, tomorrow.

Sincerely,  
Matt

---

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**Tomorrow & Consulting for Curtis**

Monday, June 25, 2001 2:22 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: soesjeff@yahoo.com

Jeff,

As we discussed, I'll call when I'm getting off the 101 tomorrow, probably sometime between 9:15 am and 9:30 am. We are meeting at Ed Gray's house, the patent agent. The engineer's name is Ken Gold... you might need to change your last name from Landau to Lavender.

Ken Gold felt that Ed should be able to write a loose patent on the method TelAbout using for distributing information, but Ed Gray says he needs more detail, so obviously it will help having them both there. Plus, it gets Ken more involved and perhaps it will make Ed give TelAbout a higher priority amongst his clients.

In addition, I've attached Curtis Giesen's comments about looking for consulting work. Again, he has a Harvard MBA and raised financing for drdrew.com with Guy Kawaski, who is well known for garage.com.

Matt

p.s. for tomorrow's meeting... preferably dress business casual.

Note: forwarded message attached.

---

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**The next few days**

Wednesday, June 27, 2001 12:35 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Ken Gold" &lt;KGold@proiris.com&gt;

Ken,

Thanks for making the time to go with me to Ed's yesterday. I was definitely encourage by Ed's comments.

I have been in meeting since 8 am and I am now headed downtown for 2 more meeting, then I will be working on a show until 1 am. The two meeting downtown are regarding TelAbout.

Thursday, I'll be working on the TV show all day, and I've just learned I'm flying to San Jose for the day on Friday and won't be back until 10 pm, then I will be working Saturday and Sunday finishing the show. So, if you don't hear from me right away, you'll now why.

If you want to discuss anything, I could be available on Saturday or Sunday, otherwise I will e-mail you an update when I learn more.

thanks again,  
Matt

---

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---



RE: Availability to meet

Tuesday, July 3, 2001 1:40 PM

From: "Ken Gold" <KGold@proairis.com>

To: "Matt O'Malley" <mtoski@yahoo.com>

Matt,

Yes, I'm getting your phone messages. I just can't figure out which days this week would work. I don't know what we are doing tomorrow (4th of July). I'll just have to call you.

Ken

-----Original Message-----

From: Matt O'Malley [mailto:[mtoski@yahoo.com](mailto:mtoski@yahoo.com)]

Sent: Tuesday, July 03, 2001 1:35 PM

To: Ken Gold

Subject: Availability to meet

Ken,

I am not sure that you received my last two messages at your office, but I would like to get together and talk specifics about a potential agreement.

Next week, I am managing a trade show event from 8 am - 6 pm Tuesday - Thursday, and working on a TV show for the Outdoor Life Network from 6:30 pm until 1 am, Monday through Friday. This week I am working evenings from 3 pm until 1 am (my schedule is flexible tomorrow, since I'll be the only one in the office).

June and July are always very busy months for me, but I continue to work on the project and will gladly make time to meet. Please let me know what your availability would be to get together.

If I don't hear from you before tomorrow, I hope you had an enjoyable 4th of July holiday!

Matt

---

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design work

Tuesday, July 3, 2001 1:54 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: potter@systems.caltech.edu

Kent,

I received your name and number from Dave Rutledge, through my patent attorney. As per my two phone messages, I am looking for an engineer with expertise in wireless communications, ideally infrared.

We have preformed a couple of searches. The initial patent application may be very broad and may not require diagrams much beyond block diagrams.

If this is of interest to you or if you know of an engineer with this expertise, please have them e-mail or call me at their earliest convenience, as time is of the essence.

Sincerely,  
Matt  
(818) 344-1000

---

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---



## Timeline

Sunday, July 8, 2001 11:49 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Ken Gold" &lt;KGold@proiris.com&gt;

Ken,

If you are receiving this at work, please wait to read this later outside of your work.

I thought about calling you this weekend as I was doing some reading and working on some projections - hopefully, you had a relaxing weekend with your family. I am trying to put together a time line of key engineering events, but would like your assessment as to what you feel are reasonable completion dates. Please take into account your current work load and let's assume that we have come to an agreement by July 20, 2001 (we can adjust accordingly later).

Here are what I see as some of the company's potential ongoing needs: Business plan contributions, design work, fund raising events and presentations, product testing and development, and intellectual property attainment. If you feel I am missing any key events or that the list below is out of chronological order, please let me know.

Please type next to each numbered task, what you feel are reasonable completion dates. I realize that some items, such as funding, hinge on many things, but I would appreciate your best guesstimate. Also, I realize items such as (8) will be ongoing, but your best guest to the next set of patent applications beyond our first 'broad' filing, will help me assess cash requirements and appropriate timing.

- 1) Your business-plan-specific resume
- 2) Preliminary product specifications
- 3) Amount and use of seed proceeds for engineering
- 4) 'Broad' patent preparation satisfactory to patent agent, including all diagrams
- 5) Amount and use of round one proceeds for engineering
- 6) Broad patent application filed
- 7) Tethered proof-of-concept test-product
- 8) Secondary patents filed (i.e. circuitry designs, proprietary software, etc.)
- 9) Refined product specifications and projected manufacturing costs
- 10) Potential manufacturing partners sourced
- 11) Seed capital - A funding

- 12) Seed round engineer staff hiring completed
- 13) Finished working prototype
- 14) Finished product design specifications and projected costs
- 15) Outside manufacturing costs and potential availability
- 16) First round funding - B funding
- 17) First round engineer staff hiring completed
- 18) First customer order
- 19) Finished working product
- 20) First product installations
- 21) Mezzanine funding - C funding
- 22) Yeah! - IPO

As you know, for many reasons it is vital that you don't work on TelAbout at your existing contractors or employers. I am hoping this takes less than an hour, if you find that it is taking much longer, please just send me how far you are able to reasonably get. As I probably mentioned, this is a busy week, since I will be at the LA Convention Center 8 am - 5 pm, and working on an ESPN show from 6 pm - 1 am this week. Next week should be more normal, just in time for your birthday party!?

Sincerely,  
Matt

---

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---

**Fwd: Timeline**

Monday, July 9, 2001 2:41 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: soesjeff@yahoo.com

Timeline.eml (3KB)

—inline Attachment Follows—

Jeff,

Since I won't have time until Friday or Saturday to put together a list, I thought I would at least let you see Ken's list.

Cash, new business plan, key people (i.e. VP of Marketing with Trade Show knowledge) and a head engineer (for patent work) are the big four.

Matt

Note: forwarded message attached.

---

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<http://personal.mail.yahoo.com/>**Forwarded Message: Timeline**

Sunday, July 8, 2001 11:49 PM

**Timeline**

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Ken Gold" &lt;KGGold@proins.com&gt;

Ken,

If you are receiving this at work, please wait to read this later outside of your work.

I thought about calling you this weekend as I was doing some reading and working on some projections - hopefully, you had a relaxing weekend with your family. I am trying to put together a time line of key engineering events, but would like your assessment as to what you feel are reasonable completion dates. Please take into account your current work load and let's assume that we have come to an agreement by July 20, 2001 (we can adjust accordingly later).

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work, fund raising events and presentations, product testing and development, and intellectual property attainment. If you feel I am missing any key events or that the list below is out of chronological order, please let me know.

Please type next to each numbered task, what you feel are reasonable completion dates. I realize that some items, such as funding, hinge on many things, but I would appreciate your best guestimate. Also, I realize items such as (8) will be ongoing, but your best guest to the next set of patent applications beyond our first 'broad' filing, will help me assess cash requirements and appropriate timing.

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- 3) Amount and use of seed proceeds for engineering
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- 6) Broad patent application filed
- 7) Tethered proof-of-concept test-product
- 8) Secondary patents filed (i.e. circuitry designs, proprietary software, etc.)
- 9) Refined product specifications and projected manufacturing costs
- 10) Potential manufacturing partners sourced
- 11) Seed capital - A funding
- 12) Seed round engineer staff hiring completed
- 13) Finished working prototype
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- 15) Outside manufacturing costs and potential availability
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- 17) First round engineer staff hiring completed
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- 19) Finished working product
- 20) First product installations
- 21) Mezzanine funding - C funding
- 22) Yeah! - IPO

As you know, for many reasons it is vital that you don't work on TelAbout at your existing contractors or employers. I am hoping this takes less than an hour, if you find that it is taking much longer, please just send me how far you are able to reasonably get. As I probably mentioned, this is a busy week, since I will be at the LA Convention Center 8 am - 5 pm, and working on an ESPN show from 6 pm - 1 am this week. Next week should be more normal, just in time for your

birthday party!?

Sincerely,  
Matt

---

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ken

Friday, July 13, 2001 1:32 AM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: "Jeff" <soesjeff@yahoo.com>

J,

I know that Ken works a double shift on Wednesdays and I told him that I would be difficult to reach this week, so maybe he's waiting a bit to reply. I wish I could better use this delay to explore all our options.

Any feedback on / for Curtis Giesen?

go juniper!

M

--- Jeff <soesjeff@yahoo.com> wrote:

> Strange that you haven't heard from Ken yet. Maybe  
> worth a phone call during a break?

>

> Been handling some personal matters after the close.  
> so haven't had a chance to think about the list yet.

>

> Hope all is well,

> J

---

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**FW: Services for Elizabeth King**

Wednesday, July 18, 2001 4:01 PM

From: "Keleher, Gloria" &lt;gakeleher@BryanCave.com&gt;

To: "mattomalley@earthlink.net" &lt;mattomalley@earthlink.net&gt;

Mr. O'Malley, below is the info re the services for Elizabeth. If there's anything else that I can do, please don't hesitate to contact me (310) 576-2326.

Gloria Keleher, Secretary to Elizabeth King

> -----Original Message-----

> From: Metcalfe, Walter

> Sent: Wednesday, July 18, 2001 8:26 AM

> To: FIRM

> Subject: Services for Elizabeth King

>

> Services for Elizabeth King, Counsel in Santa Monica, will be held Sunday,

> July 22, at 2:00 p.m. at McNerney's Mortuary, 570 West 5th Street, San

> Pedro, CA 90731.

> Condolences may be sent to Elizabeth's parents, Alta and John King, 3515

> Denison Avenue, San Pedro, CA 90731.

> Charitable donations may be made in Elizabeth's name to the following:

> Rainbow Services for Battered Women

> Attention: Linda Alexander

> 453 W. 7th Street

> San Pedro, CA 90731

> (310) 548-5450

>

> United Farmworker's Union

> Los Angeles Regional Office

> 5313 East Beverly Boulevard

> Los Angeles, CA 90022

> (323) 722-0118

>



TelAbout

Wednesday, July 18, 2001 3:51 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: edgray@attglobal.net

Ed,

Thanks again for the e-mail regarding your search results. I am still working on a couple of details before we can start the patent diagrams, I will try to update you next week.

Thanks,  
Matt O'Malley

---

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---



## resume for Michal Peri

Thursday, July 26, 2001 9:25 PM

From: "Michal L. Peri" &lt;michal@alumni.caltech.edu&gt;

To: mattomalley@earthlink.net

Michal Peri CV5.doc (25KB), NDA Template.doc (26KB)

Hello Matt,

I'm glad we connected this afternoon.

I am enclosing my resume (in Word97 format).

Please let me know if you need any additional information.

I am also enclosing a NDA template. Please don't feel obliged to use this -- I only enclose it as a sample.

I am available to meet with you on Monday (7/30) at midday, if that still works for you. Would you like to suggest someplace, perhaps a lunch restaurant, where we could meet halfway?

Would it be possible for you to give me a brief overview of your project, and what sort of consulting work you're looking for?

You also mentioned that you might send me an NDA.

If possible, I'd like to look that over before we meet.

Also, here is a link to the SPIE conference I mentioned to you:

<http://spie.org/Conferences/Programs/01/am/>

and to the technology exhibit:

[http://spie.org/app/exhibition/index.cfm?fuseaction=welcome&meeting\\_id=9](http://spie.org/app/exhibition/index.cfm?fuseaction=welcome&meeting_id=9)

I'll be at the conference Wednesday, and possibly also on Tuesday or Thursday.

-- Michal Peri

---

Michal L. Peri, Ph.D.

consulting in electro-optics and technology business development

(ph) 714-381-0559; (e-mail) [michal@alumni.caltech.edu](mailto:michal@alumni.caltech.edu)

**Re: Dave Hench**

Monday, July 30, 2001 10:56 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Michal L. Peri" &lt;michal@alumni.caltech.edu&gt;

Michal,

Thanks much, I'll send Dave an e-mail.

I hope you had plenty of time to pick up your daughter. If I make to San Diego on Wednesday, maybe we will run into you each other at the exhibits, otherwise I hope to contact the SPIE to ask them to post a bulletin.

thanks again, lunch was great,

Matt

--- "Michal L. Peri" <michal@alumni.caltech.edu>  
wrote:

> Matt,  
> Thanks for lunch today. You've got an interesting  
> project proposal.  
>  
> I talked with Dave Hench, and he says he can  
> probably help you  
> with the engineering diagrams and patent write-up in  
> the next  
> couple of weeks. He's a sharp guy, and an  
> experienced consultant.  
> You can reach him at [d.hench@ieee.com](mailto:d.hench@ieee.com), or (714)  
> 998-2691.

> Please let me know if this works out for you,  
>  
> -- Michal Peri  
>  
>

---

> Michal L. Peri, Ph.D.  
> consulting in electro-optics and technology business  
> development  
> (ph) 714-381-0559; (e-mail)  
> [michal@alumni.caltech.edu](mailto:michal@alumni.caltech.edu)  
>  
>  
>  
>  
>  
>



referred by Michal Peri

Monday, July 30, 2001 10:59 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: d.hench@ieee.com

Dave,

I had lunch today with Michal Peri regarding a wireless communications project I am working on. She mentioned you as a possible contract engineer to do some of the early patent development with my patent agent.

If you would like to get together to discuss further, please e-mail or call me at (818) 344-1000.

Sincerely,

Matt

---

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---

**Re: post a req at SPIE**

Tuesday, July 31, 2001 2:21 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Michal L. Peri" &lt;michal@alumni.caltech.edu&gt;

Michal,

I spoke with the SPIE Organization and Deborah said they can post my word file if I e-mail it to them. I forwarded you a copy, hopefully it will make sense to potential engineers.

If you happen to visit the job posting area and don't see my file, maybe you could take a copy with you and leave it with them. At this point, I am still not sure whether I'll be able to get down there.

You can use either of my e-mails, probably [mtoski@yahoo.com](mailto:mtoski@yahoo.com) is the best. Thanks so much for your e-mails and follow-up!

thanks,  
Matt

--- "Michal L. Peri" <michal@alumni.caltech.edu>  
wrote:

> Yes, traffic was kind and I made it back with time  
> to spare.  
>  
> If you aren't going to make it down to SPIE, and you  
> can't  
> get anyone to post it for you, then send me the req  
> (best  
> to e-mail it to me in Word or PhotoShop -- or else  
> send  
> plain text and I'll format it) and I'll put it up  
> for you when  
> I get there on Wednesday.  
>  
> But if you need me to do this, please let me know by  
> Tuesday evening!  
>  
> BTW, which e-mail address should I use for you?  
> [mtoski@yahoo.com](mailto:mtoski@yahoo.com) or [mattomalley@earthlink.net](mailto:mattomalley@earthlink.net) ?  
>  
> --- Michal  
>  
>  
>  
>

---

> Michal L. Peri, Ph.D.

- > consulting in electro-optics and technology business
- > development
- > (ph) 714-381-0559; (e-mail)
- > [michal@alumni.caltech.edu](mailto:michal@alumni.caltech.edu)
- >
- >
- >
- >
- >

---

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---



**Contract work**

Thursday, August 2, 2001 5:25 PM

From: "David Hench" <dhench@coaxcorp.com>  
To: "Matt O'Malley (E-mail)" <mtoski@yahoo.com>  
Cc: "David Hench (E-mail)" <dhench@coaxcorp.com>  
DHench2pg\_ISAC20010430.pdf (72KB)

Dear Matt,

Thank you for contacting me. Michael says that you have a very exciting project. I am eager to discuss it with you.

We have had our share of email problems. When I replied the message went to [Mailer-daemon@yahoo.com](mailto:Mailer-daemon@yahoo.com).

Please contact me at home at  
714-998-2691 home  
714-685-3179 customer site  
714-349-9535 cell phone.  
[d.hench@ieee.org](mailto:d.hench@ieee.org) email alias  
[d\\_hench@pacbell.net](mailto:d_hench@pacbell.net)  
or reply to [dhench@coaxcorp.com](mailto:dhench@coaxcorp.com)

I have included a resume.

Sincerely,  
David Hench

-----Original Message-----

From: MAILER-DAEMON@yahoo.com [mailto:MAILER-DAEMON@yahoo.com]  
Sent: Wednesday, August 01, 2001 12:01 AM  
To: [mtoski@yahoo.com](mailto:mtoski@yahoo.com)  
Subject: failure delivery

Message from yahoo.com.  
Unable to deliver message to the following address(es).

<[d.hench@ieee.com](mailto:d.hench@ieee.com)>:  
Sorry, I wasn't able to establish an SMTP connection. (#4.4.1)  
I'm not going to try again; this message has been in the queue too long.

----- Original message follows.

Return-Path: <[mtoski@yahoo.com](mailto:mtoski@yahoo.com)>  
Message-ID: <20010731055950.6824.qmail@web13307.mail.yahoo.com>  
Received: from [63.200.241.14] by web13307.mail.yahoo.com; Mon, 30 Jul 2001 22:59:50 PDT  
Date: Mon, 30 Jul 2001 22:59:50 -0700 (PDT)  
From: Matt O'Malley <[mtoski@yahoo.com](mailto:mtoski@yahoo.com)>  
Subject: referred by Michal Peri

To: d.hench@ieee.com  
MIME-Version: 1.0  
Content-Type: text/plain; charset=us-ascii

Dave,

I had lunch today with Michal Peri regarding a wireless communications project I am working on. She mentioned you as a possible contract engineer to do some of the early patent development with my patent agent.

If you would like to get together to discuss further, please e-mail or call me at (818) 344-1000.

Sincerely,

Matt

---

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RE: Contract work / NDA

Tuesday, August 7, 2001 8:31 AM

From: "David Hensch" <dhench@coaxcorp.com>

To: "Matt O'Malley" <mtoski@yahoo.com>

Matt,

I am looking forward to meeting you. The time sounds fine.

Sincerely,  
Dave Hensch

-----Original Message-----

From: Matt O'Malley [mailto:mtoski@yahoo.com]

Sent: Monday, August 06, 2001 1:53 PM

To: dhench@coaxcorp.com

Subject: RE: Contract work / NDA

David,

I will need to double check my calendar during my edit session tonight, but I believe 1 pm on Wednesday should be good. Perhaps we could meet at the new Bridge Mall area just west of the 405 (a couple of exits north of LAX). Otherwise, there are several restaurants west of Rosecrans.

Attached is my NDA for your review.

Matt  
(818) 344-1000

--- David Hensch <dhench@coaxcorp.com> wrote:

> Matt,

>

> Sounds good. Can we make it Wednesday since I  
> planned on a vacation starting Thursday.

>

> Sincerely,  
> Matt

>

> -----Original Message-----

> From: Matt O'Malley [mailto:mtoski@yahoo.com]

> Sent: Sunday, August 05, 2001 9:56 PM

> To: dhench@coaxcorp.com

> Subject: Re: Contract work

>

>

> David,

>

> Received your e-mail and resume -- thanks. My day  
> job  
> is doing television and we just produced a  
> 'Beachbash'  
> event for ESPN this weekend in Huntington Beach.  
> Sorry I wasn't able to respond sooner.  
>  
> If your schedule allows, I would love to hook up for  
> lunch perhaps Wednesday or Thursday -- maybe meeting  
> somewhere in between if possible.  
>

> Sincerely,

> Matt O'Malley  
> (818) 344-1000  
>  
>

> --- David Hench <[dhench@coaxcorp.com](mailto:dhench@coaxcorp.com)> wrote:

> > Dear Matt,

> >  
> > Thank you for contacting me. Michael says that you  
> > have  
> > a very exciting project. I am eager to discuss it  
> > with you.  
> >

> > We have had our share of email problems. When I  
> > replied the message went to  
> > [Mailer-daemon@yahoo.com](mailto:Mailer-daemon@yahoo.com).

> >  
> > Please contact me at home at  
> > 714-998-2691 home  
> > 714-685-3179 customer site  
> > 714-349-9535 cell phone.  
> > [d.hench@ieee.org](mailto:d.hench@ieee.org) email alias  
> > [d\\_hench@pacbell.net](mailto:d_hench@pacbell.net)  
> > or reply to [dhench@coaxcorp.com](mailto:dhench@coaxcorp.com)  
> >

> > I have included a resume.

> > Sincerely,  
> > David Hench  
>  
>  
>

---

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---

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**Monday Night**

Wednesday, August 8, 2001 6:29 AM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: brsburt@yahoo.com

Burt,

I enjoyed meeting with you Monday night and appreciate you taking the time to hear about the venture, especially on such short notice.

Thanks,

Matt O'Malley

(818) 344-1000

---

**Do You Yahoo!?**

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---



## TelAbout update

Wednesday, August 8, 2001 8:40 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: frank.nebbeling@reuters.com

Cc: pneb@1\_webstreet.com

Frank,

Are your dogs getting skinny from all the running?

The following is a "modified email I sent to a friend here in L.A. regarding an update on TelAbout. I thought I would send it to you as well.

The TelAbout plan, which I feel like I just finished writing, is already becoming dated. I know of at least two businesses that I refer to often that have merged or gone out of business. Tellme Networks merged and Ricochet reportedly stopped their wireless service on Monday. Time is a constant challenge.

One interesting thing that I have read about in the book "Angel Financing" is that many start ups in their earliest stages have acquired seed capital without a finished plan or any patents. The key seems to be putting together a distinguished board of directors or at least a board of advisors (I'm not sure how all that works yet). The 'chicken and the egg' challenge becomes, how do find and acquire board members with specific industry expertise before you have the cash to pay them, or even more, the completed research to ascertain which industry sector makes the most sense for TelAbout to initially focus on (i.e. Trade Shows versus Sporting Events versus just licensing the TelAbout technology). Each requires different expertise and much time.

\*I have recently read "Crossing the Chasm", which is a great book about how to narrow your market to improve your chances of success. I am trying to focus on trade shows, but for several reasons, I wish I didn't have to make the decision just yet.

\*I recently met with Michael Hughes, the Head of Research for Trade Show Weekly magazine at their offices here in L.A. He researches all the latest technologies being introduced at trade shows and speaks at many events throughout the year. During our lunch, he said that he hasn't seen or heard of anything like TelAbout and he felt it would be a great innovation for trade shows (yes, he signed an NDA and yes, maybe he or someone he knows, could be an advisory board member -- I need to work on that).

Today, I am meeting with an engineer by the name of David Hench near LAX. I haven't heard from Ken Gold in a few days, but I am currently trying to get a hold of a professor at Boulder in Colorado first.

\*I was suppose to meet with Ken Gold on Sunday. Ken, the same engineer who called you for a reference on me, is very interested in TelAbout, but he makes \$300k/year and doesn't want to leave his work until TelAbout can pay him a comparable salary. He says that he is willing to work for equity and no cash until we are funded. The problem is that he figures he can only put in 15 hours a week until then and those hours will come after long days at his other two jobs or on the weekend -- things could get greatly delayed.

\*And for his efforts, he wants From what equity respectively --

but everyday costs money as well and I need to get going on our 'broad' scope patent. The attorneys I have spoken with, -- Oh, the frustrations of time and money.

\*We still haven't established whether TelAbout will employ Infrared or RF wireless technology. Fortunatley, my patent agent feels that we can apply for a 'broad' patent without specifying. This would be great, because it could offer us some powerful protection over a broad range with 'relatively little expense'.

\*Last Wednesday I went to the SPIE Trade Show in San Diego. This trade show is for optoelectronic engineers and I met some great people there. One Ph.D. from Tucson suggested I contact Professor Kelvin Wagner, Ph.D. of UC/Boulder. There is another SPIE Trade Show the week of August 20, in Denver. It would be great if I could meet him there.

Hope All is Going Well,

Matt

P.S. Patty, I hope I didn't bog you down with all the e-mails I forwarded, I just wanted you to see the run around

I received when trying to change where my domain names were registered.

---

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---



Burt / Seed stage

Wednesday, August 8, 2001 7:07 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Jeff" &lt;soesjeff@yahoo.com&gt;

Jeff,

Thanks for setting up the meeting with Burt and for his email -- I mailed him a thank you this morning.

The TelAbout plan which I feel like I just finished writing is already becoming dated. I know of at least two businesses that I refer to often that have merged or gone out of business. Tellme Networks merged and Ricochet reportedly stopped their wireless service on Monday. Time is a constant challenge.

One interesting thing that I have read about in the book "Angel Financing" is that many start ups in their earliest stages have acquired seed capital without a finished plan or any patents. The key seems to be putting together a distinguished board of directors or at least a board of advisors (not sure how all that works yet). The 'chicken and the egg' challenge becomes, how do find and aquire board members with specific industry expertise before you have the cash to pay them, or even more, the completed research to ascertain which industry sector makes the most sense for TelAbout to initially focus on (i.e. Trade Shows versus Sporting Events versus just licensing the TelAbout technology). Each requires different expertise and much time. Today, I am meeting with an engineer by the name of David Hench near LAX. Haven't heard from Ken Gold in a few days, but I am currently trying to get a hold of a professor at Boulder in Colorado first.

Matt

**Jeff <soesjeff@yahoo.com>** wrote:

brsburt@yahoo.com

By the way, do you have a diet coke? Jeff's falling asleep over here.

---

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---

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**Job posting**

Thursday, August 9, 2001 11:29 PM

From: "mtoski@yahoo.com" &lt;mtoski@yahoo.com&gt;

To: voula@spie.org

Voula,

We recently met at the SPIE show in San Diego, where you and Craig Moir were kind enough to stay late and make some copies on Wednesday for me -- thanks again. Attached is the same posting for the Denver show, starting August 20, 2001. I am hoping to fly out for that show, since it is more geared towards communications.

Matt

---



Re: Wireless communications

Wednesday, October 3, 2001 3:14 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Alex Morrow" &lt;amorrow@optics1.com&gt;

Alex,

Yes, he mentioned that possibility, good luck. Is there anyone you might refer me to with IR, RF or Software Radio experience.

Sincerely,

Matt O'Malley

(818) 344-1000

**Alex Morrow** <amorrow@optics1.com> wrote:

Matt,

Funny thing actually. I'm leaving next week Friday to take a new job in Ohio with Battelle. Had I been staying here I probably would have taken you up on the offer. With Battelle I can't do contract work on the side so I can't even help you there. Thank you for the offer though.

Alex Morrow

At 02:46 PM 10/3/01 -0700, you wrote:

Dear Mr. Morrow:

I was referred to you by Dr. Kelvin Wagner of the University of Colorado, in Boulder. I am currently looking for an engineer who can help develop a wireless communications product that will likely employ Infrared and / or RF. If there is a good time to reach you by telephone so we might discuss further, please let me know.

Sincerely,

Matt O'Malley  
(818) 344-1000

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---

Alex Morrow	Phn: (805) 373 9340 x225
Optics 1, Inc.	&nGeoCities; Fax: (805) 373 8966
3050 Hillcrest Drive, Suite 100	
Westlake Village, CA 91362	Email: amorrow@optics1.com

**Do You Yahoo!?**

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**Evacuation**

Wednesday, October 10, 2001 7:02 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: "wayne" <swayne@earthlink.net>

Oct-thoughts-01a.xls (20KB), internet-button-base2.ai (169KB)

see attachments, Excel and Adobe Illustrator files

---

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---

#### Advantages

- Little known competition
- No existing market expertise
- Relatively little cash to test market
- Short distribution channel
- Could be stand alone product
- Not high volume dependent (vs. Fed. Ex.)
- Not government regulated
- No TV airtime needed
- No TV deadlines
- Can be tailored to each customer
- Little Inventory, if any
- Reuseable project elements and knowledge
- Nonperishable service (vs. Airline seats)
- Relatively easy to demo / spec work
- Finished work makes great future demos
- Market conditions are currently accepting
- Upgradeable and updateable
- Ability to leverage computer and web skills
- No internal bureaucracy
- Potential Insurance deduction
- Many potential customers
  - Building Managers
  - Building Tenants
  - Building Owner
  - \*Any Partner listed below
- Many potential partners
  - Building Managers
  - Insurance Companies
  - Architects
  - Contractors
  - Construction companies
  - Lending Institutions
  - Government Agencies
  - Sprinkler Companies
  - Security Companies

Potential add-on products and features

Could offer good payment terms

Large potential market

Potential high margins and profitable early

#### Disadvantages

- There may be little repeat business from existing customers
- Easy to copy
- Lack of credibility
- Not tried and tested
- Difficult to truly test before emergency
- Potential liability
- Resources for future customer support
- Many potential decision makers to hold up sale
- Difficult to price
- Not sexy
- Web exposure to competition
- No office location
- Limited Resources: People, Time and Money
- Window of opportunity better now
- Need to develop online documentation
- Internet connections may need expensive wireless access

AMBULANCE  
EVACUATION

Route

Stairwells

Elevators

Windows

Rooftop

Destination

Drill

First Aid

Location

Administering

Hotline

Emergency Preparedness

Fire

Smoke

Sprinklers

Weather

Lightning Storm

Tornado

Hurricane

Earthquake

Communications

Telephone

Internet

Intranet

Public Address

Radio

Television

Power Outages

Backup power

UPSs

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EVACUATION

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PREPAREDNESS

COMMUNICATIONS

POWER OUTAGE

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Beverly Hills, CA 90210  
(323) xxx-xxxx

## Non-Emergencies

Disability Access

Elevator Issues

Building Maintenance

Office Cleaning

Garbage & Recycling

Restroom Access

Parking Issues

Building Hours

Building Security



mariana letter

Thursday, October 18, 2001 7:22 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Jeff" &lt;soesjeff@yahoo.com&gt;

Mariana,

I heard you speak at the Consumer Electronics Show earlier this year and was hopefully we could meet to discuss our wireless communications project, which involves both product and media content. Even though we have been working on "TelAbout" for years, it is still in the early start-up stage. We do have an impressive market/business plan and a video presentation. Our preliminary patent research leads us to believe that we will be able to receive a number of patents, but at this point we would need a NDA to fully disclose the project.

**In simple terms, TelAbout will...**

- 1 - be quicker, easier, cheaper, and more versatile than any wireless Internet device available,
- 2 - provide services free to the public,
- 3 - provide unsurpassed ability to monitor advertising effectiveness, and
- 4 - provide the opportunity to generate billions in revenues.

If your schedule permits, I would appreciate the opportunity for us to meet.

Sincerely,

Matt O'Malley  
(818) 344-1000

---

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---



RE: Matt O'Malley / TelAbout

Friday, October 19, 2001 5:38 AM

From: "Mariana Danilovic" &lt;Mariana@DigitalMediaX.com&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Thank you for your message. The description of the company sounds very interesting. What is your function with the company? How many members are on your team? Did you have any funding to date? Where does the technology come from? How much funding are you looking for in your seed round? This information can help me assess if I could actually be of help to TelAbout. Thank you,

Mariana

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Friday, October 19, 2001 12:59 AM**To:** mariana@digitalmediax.com**Subject:** Matt O'Malley / TelAbout

Dear Mariana Danilovic,

Per your request I am e-mailing you regarding TelAbout and the opportunity.

We have been developing a revolutionary wireless communications device (TelAbout) that is highly scalable and very versatile. To date, this project has been intentionally shielded from any outsiders and our preliminary patent research leads us to believe that we will be able to receive a number of patents. Even though we are not currently prepared to present to venture capitalist, we do have an impressive market/business document and a video presentation.

I recall from your speech at the Consumer Electronics Show earlier this year, that you and your company: focus on developing digital media companies, have entertainment experience, work with early stage start-ups and have a number of venture capital contacts. A unique function of our product/service is that it will provide a number of role out strategies, each with attractive profit potential. I am hoping that you might be able to lend your expertise to which direction you think might be most attractive to investors. One function of TelAbout involves public awareness and safety. In light of current conditions, I feel that now may be the time to step up our search for seed capital.

We would like to disclose our project to you, so we can determine if this is something you can help us with. I hope you understand we would need an NDA. I believe you will be truly impressed with how revolutionary this product/service is in its applications and in its simplicity.

Sincerely,

Matt O'Malley

(818) 344-1000

---

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**Re: Your call while visiting Kelvin Wagner in Denver, CO**

Wednesday, October 24, 2001 2:28 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: joseph@creativelightsource.com

NDA-Joseph1.wpd (30KB)

Joseph,

Thanks for your e-mail. Besides working on this wireless communications project (we call TelAbout), I also do freelance television production. I am currently working on some programs for ESPN and last week they move up our deadlines. So, I am currently quite busy trying to catch up.

As far as TelAbout goes, I am e-mailing an NDA for your review (WordPerfect format). What has been your experience with Infrared communication devices? Do you attend any trades shows in the Los Angeles or Las Vegas area?

Sincerely,

Matt O'Malley

(818) 344-1000

**Joseph DiMasi** <joseph@creativelightsource.com> wrote:

Hello Matt,

You gave me a call while you were visiting Dr. Kelvin Wagner in Boulder, CO regarding your new communications device. I'm back in the country now, and would love to discuss it with you. Please feel free to call me at (303) 258-0551, or reply to this e-mail. I look forward to speaking with you.

Sincerely,

**Joseph DiMasi**

Phone: (303) 258-0551

FAX: 1-(877) 884-6127

---

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RE: Matt O'Malley / TelAbout

Tuesday, October 30, 2001 6:40 AM

From: "Mariana Danilovic" &lt;Mariana@DigitalMediaX.com&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Sounds really interesting. I have not sign NDAs and have seem hundreds of companies to date. Also, at this time I am not sure that I would add as much value to a seed funding raise. I would be better at helping with Series A and later rounds. Good luck!

Mariana

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Tuesday, October 30, 2001 6:02 AM**To:** Mariana Danilovic**Subject:** RE: Matt O'Malley / TelAbout

Mariana,

I do not have a working prototype, but I do have a 20 minute video. This video shows what the product might look like, how it would function, and several potential applications where this product/service would far exceed the capabilities of any wireless device including those with web access.

While the TelAbout service itself will be extremely simple for customers to use, the underlying technology will involve some new forms of communicating. Some of these technologies exist today, but have not been developed specifically for this type of application. Consequently, a working prototype is our goal with the seed funding.

Since this new form of communicating still remains undeveloped, there may be a wide range of intellectual property that we discover even during our early-stages of development. Would you be willing to sign an NDA? Could we get together for a brief meeting, so that I could show you the 20 minute video and discuss further?

Sincerely,

Matt O'Malley

**Mariana Danilovic** <Mariana@DigitalMediaX.com> wrote:

This all sounds very interesting. Do you have a working prototype of your product?

Mariana

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Monday, October 22, 2001 9:25 AM**To:** Mariana Danilovic**Subject:** RE: Matt O'Malley / TelAbout

Dear Mariana Danilovic,

My function: Founder

My background: I have a wide array of entertainment, sales, computer, and business experience. I started out in television at a

CBS affiliate in Madison, WI, in 1984. From there I went on to NBC in New York and a number of well-known production facilities in Los Angeles. For example, in 1987 I worked for a new cable television start-up called "Movietime", where I designed and created the majority of the on-air promotional computer graphic animations and TV show opens. Movietime later became "E! Entertainment Television". In 1990, I left E! to start an athletic clothing company called "Goals of California". As president of the corporation, I raised [REDACTED] through a private placement and in our first year I obtained orders from many major retailers including: Macys, Bullocks, Champ Sports, and Lady Foot Locker. Most recently, I have helped develop, create, and produce a number of television sports programs. The TelAbout idea actually came to me while in a sports bar, but in no way is the concept limited to sports.

Members on team: Currently it is solely me, but I have worked with a number of outside consultants, engineers (all of whom have signed NDAs), patent agents, attorneys and business associates. Knowing how critical the management team will be, I have purposely tried to avoid assembling the top-level management prematurely.

Funding to date: Zero, we have not sought any yet.

Technology source: The technology did not originate in another company's lab and I am not an electrical engineer. The original concept was mine and has been advanced by other engineers and associates. Funding will allow TelAbout to complete the technology development for this wireless communication device/service. I have met with a number of engineers and leading academic professors, all of whom have signed NDAs, that were quite surprised at just how clever the concept is in terms of simplicity, technology, profitability, and potential product longevity.

Seed Funding: [REDACTED]

Sincerely,

Matt O'Malley

(818) 344-1000

**Mariana Danilović <Mariana@DigitalMediaX.com>** wrote:

Thank you for your message. The description of the company sounds very interesting. What is your function with the company? How many members are on your team? Did you have any funding to date? Where does the technology come from? How much funding are you looking for in your seed round? This information can help me assess if I could actually be of help to TelAbout. Thank you.

Mariana

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Friday, October 19, 2001 12:59 AM

**To:** mariana@digitalmediax.com

**Subject:** Matt O'Malley / TelAbout

Dear Mariana Danilovic,

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TelAbout and the opportunity.

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Even though we are not currently prepared to present to venture capitalist, we do have an impressive market/business document and a video presentation.

I recall from your speech at the Consumer Electronics Show earlier this year, that you and your company: focus on developing digital media companies, have entertainment experience, work with early stage start-ups and have a number of venture capital contacts. A unique function of our product/service is that it will provide a number of role out strategies, each with attractive profit potential.

I am hoping that you might be able to lend your expertise to which direction you think might be most attractive to investors. One function of TelAbout involves public awareness and safety. In light of current conditions, I feel that now may be the time to step up our search for seed capital.

We would like to disclose our project to you, so we can determine if this is something you can help us with. I hope you understand we would need an NDA. I believe you will be truly impressed with how revolutionary this product/service is in its applications and in its simplicity.

Sincerely,

Matt O'Malley

(818) 344-1000

---

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---

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---

**Do You Yahoo!?**



Re: Consulting

Friday, November 9, 2001 3:44 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: "David Hench" <d\_hench@pacbell.net>

David,

I have spent the last month working on a video to help explain the TelAbout concept and I am hoping to work more on the actual patent soon. Next week, I am going to Comdex in Vegas and when I get back I have a couple of TV projects, but I hope to give you call soon and discuss further.

Thanks,

Matt

**David Hench <d\_hench@pacbell.net> wrote:**

Dear Matt,

I have not heard from you in a while. I am back doing active consulting and could take another look at your requirements.

Sincerely,

David Hench

--

David Hench

717 Rainier Ave

Orange, CA 92865

714-974-2193 (work)

714-998-2691 (home)

d.hench@ieee.org (permanent email)

[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)

---

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---



RE: Optics discussion for TelAbout

Thursday, November 15, 2001 2:38 PM

From: "Joseph DiMasi" &lt;joseph@creativelightsource.com&gt;

To: joseph@creativelightsource.com, "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Joseph,

Thanks for your e-mail. Besides working on this wireless communications project (we call TelAbout), I also do freelance television production. I am currently working on some programs for ESPN and last week they move up our deadlines. So, I am currently quite busy trying to catch up. As far as TelAbout goes, I am e-mailing an NDA for your review (WordPerfect format). What has been your experience with Infrared communication devices? Do you attend any trades shows in the Los Angeles or Las Vegas area?

Sincerely,

Matt O'Malley

(818) 344-1000

*Joseph DiMasi* <joseph@creativelightsource.com> wrote:

Hello Matt,

You gave me a call while you were visiting Dr. Kelvin Wagner in Boulder, CO regarding your new communications device. Im back in the country now, and would love to discuss it with you. Please feel free to call me at (303) 258-0551, or reply to this e-mail. I look forward to speaking with you.

Sincerely,

*Joseph DiMasi*

Phone: (303) 258-0551

FAX: 1-(877) 884-6127

Hello Matt,

I haven't heard back from my e-mail (below) regarding optical assistance on TelAbout. Perhaps your priorities with ESPN and other clients has calmed down a bit since we last chatted? Please drop me a line and let me know where you're at.

Sincerely,

-Joseph

PS -- you may've gotten another 'ghost' email from me -- my Outlook window "burped"...

-----Original Message-----

**From:** Joseph DiMasi [mailto:joseph@creativelightsource.com]**Sent:** Thursday, October 25, 2001 11:56 AM**To:** Matt O'Malley**Cc:** Joseph DiMasi**Subject:** Optics discussion for TelAbout

Matt,

Good to hear from you. My initial training was actually as an electrical engineer. However, the first ~5 years in Optics (including an optics research lab at IBM and graduate work with

Kelvin Wagner) were not specifically on IR systems, but instead served as a broad foundation (i.e. "systems" approach) of optics knowledge.

After this, I spent two years working at an international optics company's diode laser division. Here, I was responsible for generating custom laser diode based systems that specifically fit a customer's needs -- this includes the illumination (laser), optics, mechanics and detection. Many of the systems here were IR laser projection systems. My role here was as a customer interface for translating the engineering tasks into specific details, and management of the completion through manufacturing.

In the last year, I have gone into self-employment as a freelance optical engineering consultant/contractor. The work for my primary client is IR fiber communication systems. Here, I am responsible for the distant delivery of a free-space IR beam to a distant target (10-1000 meters) and then coupling the signal returns into various fiber locations. It is a military application, so unfortunately I cannot disclose any specifics.

My last trade show near LA was OFC 2001 (optical fiber communications) in Anaheim, CA, and I intend to be there again for March 2002. Other than special occurrences like this, I only travel when necessary (which is not that often.) Luckily, most of my clients are local!

Are you interested in my services as an optical consultant? If so, I'll go ahead and look through the NDA. I'm not afraid of them, but I have to be careful in regards to my other clients.


I'm swamped since my return, too. However, my schedule clears out next week, so perhaps there is a good time to chat then? Please let me know your thoughts, and we'll proceed from there... I do look forward to talking with you.

Sincerely,

*Joseph DiMasi*

Phone: (503) 258-0551

FAX: 1-(877) 884-6127

 **Creative  
Light Source**  
Innovative Engineering Solutions for the Photonics Industry

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Wednesday, October 24, 2001 2:28 AM

**To:** joseph@creativelightsource.com

**Subject:** Re: Your call while visiting Kelvin Wagner in Denver, CO

Joseph,

Thanks for your e-mail. Besides working on this wireless communications project (we call TelAbout), I also do freelance television production. I am currently working on some programs for ESPN and last week they move up our deadlines. So, I am currently quite busy trying to catch up.

As far as TelAbout goes, I am e-mailing an NDA for your review (WordPerfect format). What has been your experience with Infrared communication devices? Do

you attend any trades shows in the Los Angeles or Las Vegas area?

Sincerely,

Matt O'Malley

(818) 344-1000

*Joseph DiMasi* <[joseph@creativelightsource.com](mailto:joseph@creativelightsource.com)> wrote:

Hello Matt,

You gave me a call while you were visiting Dr. Kelvin Wagner in Boulder, CO regarding your new communications device. Im back in the country now, and would love to discuss it with you. Please feel free to call me at (303) 258-0551, or reply to this e-mail. I look forward to speaking with you.

Sincerely,

*Joseph DiMasi*

*Phone: (303) 258-0551*

*FAX: 1-(877) 884-6127*



**Re: Consulting**

Friday, November 16, 2001 7:56 AM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,

I can put some time into reviewing the applicable standards next week.

Would very much like to see your video.

Sincerely,

David Hench

Matt O'Malley wrote:

David,

I have spent the last month working on a video to help explain the TelAbout concept and I am hoping to work more on the actual patent soon. Next week, I am going to Comdex in Vegas and when I get back I have a couple of TV projects, but I hope to give you call soon and discuss further.

Thanks,

Matt

**David Hench <d\_hench@pacbell.net> wrote:**

Dear Matt,

I have not heard from you in a while. I am back doing active consulting and could take another look at your requirements.

Sincerely,

David Hench

--

David Hench

717 Rainier Ave

Orange, CA 92865

714-974-2193 (work)

714-998-2691 (home)

d.hench@ieee.org (permanent email)

[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)

---

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--

David Hench

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[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)

**Re: Consulting**

Sunday, November 25, 2001 11:37 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "David Hench" &lt;d\_hench@pacbell.net&gt;

David,

I hope your Thanksgiving was enjoyable. I have been spread a little thin lately. I was at Comdex in Las Vegas from Nov. 5-7, then I came back to work 54 hours straight on a "Iron man" competition for the Outdoor Life Network in Malibu, and this past week on a new show for ESPN. This week isn't much better and our company's Christmas party is Friday, but I sincerely hope we can get together soon. How is next week for you?

Matt

**David Hench <d\_hench@pacbell.net> wrote:**

Dear Matt,

I can put some time into reviewing the applicable standards next week.

Would very much like to see your video.

Sincerely,

David Hench

Matt O'Malley wrote:

David,

I have spent the last month working on a video to help explain the TelAbout concept and I am hoping to work more on the actual patent soon. Next week, I am going to Comdex in Vegas and when I get back I have a couple of TV projects, but I hope to give you call soon and discuss further.

Thanks,

Matt

**David Hench <d\_hench@pacbell.net> wrote:**

Dear Matt,

I have not heard from you in a while. I am back doing active consulting and could take another look at your requirements.

Sincerely,

David Hench

—

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---

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—

David Hench

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---

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---

**Re: Consulting**

Monday, November 26, 2001 1:54 PM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,

I'll travel, where would you be?

Sincerely,

Dave Hench

Matt O'Malley wrote:

David,

Either Tuesday or Wednesday is okay at this time, I will know better by this Wednesday (Nov. 28). It might take me a little while to get to Santa Monica on Tuesday, so it might be more like 5:30 or 6 pm if that is okay. Any suggestions for a meeting location?

Matt

**David Hench <d\_hench@pacbell.net> wrote:**

Dear Mat,

I had a good Thanksgiving and hope you had the same. I will be visiting a client in Santa Monica on Tuesday, December 4. I would be readily available after 5:00 if that is satisfactory for you or on December 5.

It looks like we could use MP3 audio at 56 kilobits per second. And either IEEE802.11 rf or IEEE802.11 ir. This is the IEEE networking standard.

I am preparing a presentation on these two standards.

Sincerely,

David Hench

Matt O'Malley wrote:

David,

I hope your Thanksgiving was enjoyable. I have been spread a little thin lately. I was at Comdex in Las Vegas from Nov. 5-7, then I came back to work 54 hours straight on a "iron man" competition for the Outdoor Life Network in Malibu, and this past week on a new show for ESPN. This week isn't much better and our company's Christmas party is Friday, but I sincerely hope we can get together soon. How is next week for you?

Matt

**David Hench <d\_hench@pacbell.net> wrote:**

Dear Matt,

I can put some time into reviewing the applicable standards next week.

Would very much like to see your video.

Sincerely,

David Hench

Matt O'Malley wrote:

David,

I have spent the last month working on a video to help explain the Tel>About concept and I am hoping to work more on the actual patent soon. Next week, I am going to Comdex in Vegas and when I get back

I have a couple of TV projects, but I hope to give you  
call soon and discuss further.

Thanks,

Matt

**David Hench** <d\_hench@pacbell.net> wrote:

Dear Matt,

I have not heard from you in a while. I am  
back doing active  
consulting and could take another look at  
your requirements.

Sincerely,

David Hench

—

David Hench  
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[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)

---

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—  
David Hench

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---

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—  
David Hench

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---



Re: Fwd: Re: Consulting

Wednesday, November 28, 2001 7:49 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Jeff" &lt;soesjeff@yahoo.com&gt;

thanks for the LA Times info. just wanted to keep you informed on what's happening. I not sure if engineer [REDACTED] since the patent agent [REDACTED] doesn't seem to remember [REDACTED] strategy for a broad patent. Quite disturbing after all this work, but I going to try to meet with [REDACTED] next week.

Jeff <soesjeff@yahoo.com> wrote:

Matt:

Good as always to hear from you, and thanks for the update. Was I supposed to understand something? Sounds like engineer jibberish. Is he going to be helping with the patent application?

I don't know if you caught in Monday's LA Times Business section. On page 2, where they have something like "people in the news", there was a woman who may be of value??? Freddie Georges (yes, a woman). The paper says, "... a trade show and event manager and exhibit designer, has opened her own firm, based in Garden Grove." Just wanted to share in case you didn't see it. I know money is the most important thing now, but, again, didn't know what your needs are, and wanted to share.

Best,  
J

— Matt O'Malley wrote:

>  
>  
> Note: forwarded message attached.  
>  
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> -----  
> Do You Yahoo!?  
> Yahoo! GeoCities - quick and easy web site hosting,  
> just \$8.95/month.

> ATTACHMENT part 2 message/rfc822  
> Date: Mon, 26 Nov 2001 09:26:31 -0800  
> From: David Hench  
> Subject: Re: Consulting  
> To: Matt O'Malley  
> Organization: Pacific Bell Internet Services  
>  
> Dear Mat,  
>

> I had a good Thanksgiving and hope you had the same.  
> I will be visiting  
> a client in  
> Santa Monica on Tuesday, December 4. I would be  
> readily available after  
> 5:00 if  
> that is satisfactory for you or on December 5.  
>  
> It looks like we could use MP3 audio at 56 kilobits  
> per second. And  
> either  
> IEEE802.11 rf or IEEE802.11 ir. This is the IEEE  
> networking standard.  
> I am preparing a presentation on these two  
> standards.  
>  
> Sincerely,  
> David Hench  
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> > Would very much like to see your video.  
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> > David Hench  
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> > Matt O'Malley wrote:



> >  
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> > > David Hench wrote:  
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> at your  
> > > requirements.  
> > >  
> > > Sincerely,  
> > > David Hench  
> > >  
> > > --  
> > > David Hench  
> > > 717 Rainier Ave  
> > > Orange, CA 92865  
> > > 714-974-2193 (work)  
> > > 714-998-2691 (home)  
> > > d.hench@ieee.org (permanent email)  
> > > http://home.pacbell.net/d\_hench (web)  
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> > > Do You Yahoo!?  
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> Careers.  
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> > --  
> > David Hench

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<http://geocities.yahoo.com/ps/info>

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---



Life

Tuesday, December 11, 2001 8:22 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Jeff" &lt;soesjeff@yahoo.com&gt;

Jeff,

The work leads sound great, anxious to hear more (like what cities are they in).

I originally wanted David to help with the broad patent, opposed to any actual product design and then have Ken help guide him. When I called Ken, it sounded like he wanted to do all the design and the broad patent, yet I haven't heard back from him and David keeps calling me. Also, David has an attorney friend in Santa Monica who has patent experience that he would like me to meet, so hopefully that will happen next Tuesday night. I am not sure where that is leading.

[REDACTED] I am happy to have a day off and watch football, but if I remember right, I have actually worked the last 3 Christmases (sp?) and this year may be a forth. You never know, I may just call you out of the blue one of these mornings and take you up on coffee.

take care, Matt

**Jeff <soesjeff@yahoo.com> wrote:**

Good to hear from you. I was just mentioning to Sandra the crappy hours you usually work. Hope the project goes well. [REDACTED]

[REDACTED] working on the patent? [REDACTED]

[REDACTED] Skiing isn't until January, so let me know if that changes your answer.

[REDACTED]

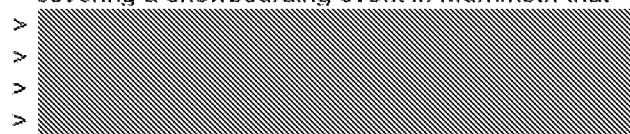
[REDACTED]

Sorry about not keeping in better touch with you, although it does sound like it would have been tough to get you in, but still no excuse. I'm glad we became friends. Let me know when your schedule frees (sp?) up, we can do the lunch thing (or breakfast or a coffee if that's easier). I take a break between 9:30 and 11:30 every day. So if you only have a half hour, we can meet at Starbucks and catch up. Let me know.

I have a couple of opportunities that I am investigating/interviewing for, so my time at Mohammed's will likely come to an end this month. Fortunately, both are trading related, and both will allow me to trade, while receiving a salary. Interesting how they both appeared when they had to. Nothing is finalized at all, just happy that I have 2 options in the field. I'll give you more details as they come in.

--- Matt O'Malley wrote:

- >
- > Jeff,
- > I got roped into creating a 3D animation with
- > software I have never used before. Starting
- > Thursday, I have maybe slept 6 hours over the past 4
- > days - it is crazy, but at least I'm learning new
- > software. As far as TelAbout, I had a meeting with
- > David, the engineer from Orange county on Wednesday
- > and I will be meeting him and his attorney next
- > Tuesday. Ken Gold and I hope to get together yet
- > this week... So unfortunately finding time to ski
- > will be difficult, but thanks much for asking!
- > Ironically, the company I work for might actually be
- > covering a snowboarding event in Mammoth that



- > yeah! Have fun skiing if we don't talk before and
- > Happy Channukah.
- > Matt
- > Jeff wrote:
- > Sandra and I are going skiing at Mammoth Martin
- > Luther
- > King weekend, with is the weekend of the 18th. We
- > are
- > going to be making reservations shortly. If a few
- > people want to go, we can rent a condo. Let me know
- > if you have any interest.

- >
- > .....
- > Do You Yahoo!?
- > Send your FREE holiday greetings online!
- > <http://greetings.yahoo.com>

- >
- >
- > .....
- > Do You Yahoo!?
- > Check out Yahoo! Shopping and Yahoo! Auctions for all
- > of your holiday gifts!

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or bid at <http://auctions.yahoo.com>

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**PCs and Jebb**

Tuesday, December 18, 2001 10:35 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "David Hench" &lt;d\_hench@pacbell.net&gt;

David,

I have placed a couple calls to friends regarding any 2nd Hand PCs. I have one friend who may sell me his old Pentium notebook to use as our test receiver and another who may have a lead on a desktop system. I have been working on a 3D animation for the past week and it has been around the clock since. Hopefully things will free up for me a little by this Friday and I can follow up with my friends. I haven't heard from Jebb.

Matt

&gt;

&gt; [Image]--

&gt; David Hench

&gt; 717 Rainier Ave

&gt; Orange, CA 92865

&gt; 714-974-2193 (work)

&gt; 714-998-2691 (home)

> [d\\_hench@ieee.org](mailto:d_hench@ieee.org) (permanent email)> [http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)

&gt;

&gt;

---

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---

**Re: tomorrow**

Thursday, December 20, 2001 2:51 PM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Matt,

Great. I will be going to Texas over Christmas. Have the server up but need to spend some time on my network. The Host computer needs to be an NT Machine. If you have the notebook available I will get it and take it to Texas with me and do some work.

Sincerely,

Dave

Matt O'Malley wrote:

David,

Haven't spent any time on TelAbout this week, since I have to wrap up this Outdoor Life Network show by tomorrow. I am not sure what my expectations are for Jebb. I will try to call you tomorrow.

Matt

**David Hench <d\_hench@pacbell.net> wrote:**

Dear Matt,

Have installed a copy of RealServer on my machine. The license is good until 1/20/02. If you have any MP3 clips that I should use please email them to me.

Sincerely,

Dave

--

David Hench

717 Rainier Ave

Orange, CA 92865

714-974-2193 (work)

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--

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**Re: Good To Meet You As Well**

Thursday, December 20, 2001 11:42 AM

From: "Jebb Dykstra" &lt;jadykstra@mediaone.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Matt,

Try me at your convenience at the office number of 310-737-9218. If you don't get me there, try me at 310-428-9218 (cell).

Jebb Dykstra

**-----Original Message-----****From:** Matt O'Malley <mtoski@yahoo.com>**To:** Jebb Dykstra <jadykstra@mediaone.net>**Date:** Thursday, December 20, 2001 11:08 AM**Subject:** Good To Meet You As Well

Jebb,

I will try to reach you tomorrow (Friday) if you'll be at your phone number below. I have been going 19 hours days trying to finish up a tv show for the Outdoor Life Network, which needs to get wrapped up by tomorrow. Are there any times of day better than others to call?

Sincerely,

Matt O'Malley

(818) 344-1000

**Jebb Dykstra** <jadykstra@mediaone.net> wrote:

Matt,

It was a pleasure to meet you on Friday. It sounds like you have the foundation for a great business -- if I only knew what it was. If you are interested in developing your business, I'd like to discuss the possibilities with you. I can be reached at (310) 737-9218.

Sincerely,

Jebb Dykstra

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**e-inSITE - Portable Digital Jukebox Stores More than 3,000 Music Tracks**

Thursday, December 27, 2001 1:43 AM

From: "d.hench@ieee.org" <d.hench@ieee.org>  
To: mtoski@yahoo.com

Date: Thu, 13 Dec 2001 10:34:25 -0800

MIME-Version: 1.0

Content-Type: text/plain;  
charset="iso-8859-1"

Content-Transfer-Encoding: quoted-printable

X-MimeOLE: Produced By Microsoft MimeOLE V4.72.3110.3

David Hench (d.hench@ieee.org) has sent you an article.=0D=0DPersonal =  
message.=0DAdd the internet load and you got it.=0D=0DPortable Digital =  
Jukebox Stores More than 3,000 Music Tracks=20  
=0DRead the full article at: =  
=0D<http://www.e-insite.net/index.asp?layout=3Darticle&articleid=3DCA18516=6&verticalID=3D163&>

---



**CES 2002**

Friday, December 28, 2001 11:19 AM

From: "confirm@rcsreg.com" &lt;confirm@rcsreg.com&gt;

To: mattomalley@earthlink.net

**2002 International CES Registration Confirmation**

Thank you for registering!

Please save this document for your records.

**Confirmation Mailing Information**

Name: MATT OMALLEY

Company: TELABOUT

Address: 17326 GILMORE STREET

Address2:

City, State, Zip: VAN NUYS, CA 91406 USA

**Additional Personal Information**

Tel: 8189073939

Fax:

Email: [mattomalley@earthlink.net](mailto:mattomalley@earthlink.net)

Password: \*\*\*\*\*

**Show Registration Data**

Confirmation Number: 07-162190

Date/Time of Registration: December 28, 2001 11:19:51 AM

Payment Type:

RegCode: Exhibits-Plus Pass

Priority Code: EM27

Prefix: MR.

No Email Updates: Please check here if you do not want to receive e-mail updates.

Primary Business: Broadcast Industry

Job Function: President/CEO/Owner

Rcs Source: Web

Number of Stores: Not Applicable

Online Sales Site: No

Gross Annual Sales: Not Applicable

Influence on Buying Decision: Not Applicable

Products: Computer Hardware

Products: Computer Software

Products: Computer Peripherals

Products: Mobile Computing

Products: Internet

Products: Small Office/Home Office

Products: Wireless Communications

Products: Telephony Equipment

Products: Mobile Electronics

Products: Home Automation

Products: Home Security  
Products: Home Networking  
Products: Home Theater  
Products: High-End Audio  
Products: Home Appliances  
Products: Audio Hardware  
Products: Audio Software  
Products: Video Hardware  
Products: Video Software  
Products: Photography/Digital Imaging  
Products: Digital TV/HDTV  
Products: DVD  
Products: Satellite Systems  
Products: Accessories  
Products: Blank Media  
Products: Personal Electronics

Advance registration badge mailing has ended. Please pickup your badge on-site. You can contact a Customer Service Representative via email at [CESinfo@CE.org](mailto:CESinfo@CE.org) or call 703 907 7605.

Want to register for a conference session? It's easy, visit [CESweb.org](http://CESweb.org) in August to add conference sessions to your exhibits pass. Just return to the REGISTER NOW area and look up your record, then click the 'Add Conference' button, enter your password and you're on your way.

Cancellations and Substitutions for the 2002 CES Conference Program:

Cancellations received in writing on or before December 28, 2001 are refundable, minus a \$50 processing fee.

After that, cancellations are subject to the entire conference fee. **Please note, that if you don't cancel by December 28, 2001 in writing and don't attend CES conferences, you are still responsible for payment.** Substitutions may be made at any time.

CES is not open to the public. It is a trade only event. No one under the age of 16 is permitted on the show floor.

Please save this document for your records.

**Attachments**

Saturday, January 5, 2002 1:58 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "David Hench" &lt;d\_hench@pacbell.net&gt;

Hench-W02c.doc (28KB), Hench-Wp02c.wpd (13KB)

Forgot attachments - it is both in WordPerfect & Word. What are the computer minimum specs for Real Networks?

---

**Do You Yahoo!?**Send FREE [video](#) emails in Yahoo! Mail.

AGREEMENT FOR THE PROVISION OF  
DEVELOPMENT, ENGINEERING AND/OR CONSULTING SERVICE TO  
TelAbout / Matt O'Malley, Inc. (hereinafter "Company")

BY

\_\_\_\_\_ (hereinafter "Supplier")

This will set forth the policy of Company with respect to the use of services of persons other than its own employees in the provision of engineering, consulting and development services, so that the rights and obligations between Company and such persons will be fully understood. This policy is based upon the fact that Company has developed certain skills and has confidential business technical information and know-how relating to its operations and that it may be necessary to disclose portions of such information to obtain the full benefit of outside services. Additionally, in purchasing engineering, consulting and development services, Company expects to be able to protect its own information as well as to obtain proprietary rights with respect to any information that may be generated as a result of the purchase of such services. Accordingly, Company is willing to retain Supplier for the provision of engineering, consulting or development services, but only under the following terms:

(a) Except for purposes of providing services to Company, Supplier will not use, disclose, publish nor reproduce in whole or in part any information provided to Supplier by Company and Supplier will maintain all such information confidential, except as may be allowed by a subsequent agreement in writing between Company and Supplier.

(b) Supplier will promptly return to Company all materials which may be left with Supplier promptly after Supplier's evaluation or use thereof, or upon request for such materials, whichever is earlier.

(c) No license under any patent or invention or information now held or hereinafter obtained by Company is granted or implied by this agreement or by the conveyance of information or materials, and none of the information or materials conveyed by Company shall constitute representation, warranty, assurance, guarantee or other inducement with regard to the infringement of patent or other rights of third parties.

(d) All legal rights to any and all inventions, discoveries, improvements, designs, ideas, and copyrightable subject matter (including, without limitation, computer programs, computer presentations, text, and visual material), that are made, devised or conceived by Supplier in the course of providing services hereunder, or as a result thereof, alone or with others to the extent of Supplier's actual participation therein, shall belong entirely to Company and in accordance therewith Supplier agrees to promptly disclose to Company all inventions, discoveries, improvements, designs, ideas, or copyrightable subject matter made by Supplier pursuant to the aforementioned provision of services and furnish to Company all information and documents relating to any such invention, discovery, improvement, design or idea which may be necessary to enable Company as assignee to file and prosecute application for Letters patent upon such invention or discoveries or to obtain copyright registration on copyrightable subject matter. Supplier shall, and does hereby, assign any and all of Supplier's right title and interest in any such invention, discovery, improvement, design, idea, or copyrightable subject matter, along with all international priority rights related thereto, throughout the world to Company.

(e) At the request of Company and at its expense, but without further compensation, Supplier will make, execute and deliver any and all papers and documents and perform any and all lawful acts which Company deems necessary or advisable for the preparation, prosecution, issuance, procurement, and/or maintenance as appropriate of copyright applications and copyright registrations, or patent applications and patents including but not limited to design patents, utility letters patents, inventors' certificates when applicable, and any divisions, continuations, extensions, renewals or reissues thereof, of the United States or of any foreign country, relating to the aforesaid inventions, discoveries, improvements, designs, ideas, and copyrightable subject matter, or for the vesting and perfecting of title therein to Company including, without limitation, as appropriate the authorization of the Commissioner of Patents and Trademarks in writing, anytime upon the request of Company, to issue to the designee of Company each and every Letters Patent that may result from any such invention, discovery, improvement, design or ideas as assignee of the entire right, title and interest thereof.

(f) The benefits of this understanding shall inure to the successors, assigns and nominees of Company and shall be binding upon Supplier's successors and assigns.

(g) No change in, addition to, or waiver of, the terms and provisions hereof shall be binding upon Company unless approved in writing by its authorized representative and no modification shall be effected by the acknowledgement or acceptance of purchase order forms containing other or different terms and conditions.

(h) The obligations of paragraphs (a) through (g) will apply to Supplier's employees, officers and agents and anyone in privity with Supplier with respect to the subject matter of this agreement. To the extent otherwise permitted hereunder, information under this agreement may be transmitted only on a need-to-know basis and only to those persons who sign an agreement in writing to comply, for Company's benefit, with all the provisions of paragraphs (a) through (g).

If the foregoing is satisfactory, please so indicate by signing in the space provided below.

Matt O'Malley, Inc.  
(NAME OF COMPANY)

Dated: \_\_\_\_\_ By \_\_\_\_\_  
(name of signor)

Title: President

AGREED:

David Hench  
(NAME OF SUPPLIER)

Dated: \_\_\_\_\_ By \_\_\_\_\_  
(name of signor)

Title: \_\_\_\_\_



Re: SCTVF - Presenters (<http://www.sctvf.org/thePresenters.htm>)

Friday, January 11, 2002 5:33 PM

From: "mtoski@yahoo.com" <[mtoski@yahoo.com](mailto:mtoski@yahoo.com)>

To: "Jebb Dykstra" <[jadykstra@mediaone.net](mailto:jadykstra@mediaone.net)>

**Jebb Dykstra** <[jadykstra@mediaone.net](mailto:jadykstra@mediaone.net)> wrote:

Matt,

To get started from my end, I need to know what and how you and I will be working together. I don't think you can afford any out of pocket cash, so that means equity. What were you thinking as far as equity for my services? Let me know your thoughts

\*I agree. The difficulty, as you have pointed out, becomes putting a proper valuation on your time, determining your responsibilities, and projecting your likelihood of success; so that you have an adequate incentive, yet also recognizes your other obligations and vests over time. I would like to know more about your previous agreement with COAX, and if at all possible, to talk with some of your former COAX investors.

\*Do you have any thoughts on your availability, given your other clients and time obligations? I certainly hope we can come to a mutual agreement, because together - with the right effort, I believe we can accomplished much in a relatively short time.

If we work this out, we have to get started moving in many different directions all at once -- business plan polished, presentation polished, provisional patents, prototypes, meetings w/ investors, etc.

\*Agreed and I look forward to it. I would like to know your opinion regarding the appropriate time to put together our board of advisors ... Later, after we have secured IP protection, or now, so we can raise capital?

As an aside, I have spoken to a couple of VC's -- they "say" they are excited about proof of concept ideas.

"say" as in you are not definitely convinced or "say" as in you are optimistic?

I am quite sure that we can get a meeting. What we do in that meeting is obviously the key.

\*Great and I definitely agree.

As a second aside, I spoke to my patent attorney friend. He is willing to work for equity as well. His schedule will permit two provisionals filed by April.

\*Great. How much of his involvement do you feel is realistic? I realize his availability and equity are factors, but for example, do you know how much experience he has had with the EPC and PTC? As you know, these filings will need to be done within a year of any US filing. I would hate to get into a time squeeze, because we hadn't factored that in somehow. As soon as you feel it is appropriate, I would like to review some of his past filings.

The SCTVF event is the first week thereabout in April. So we can go public. Let's talk soon.

\*Absolutely - I would appreciate meeting at your earliest convenience. Thanks- Matt (816) 344-1000.

Sincerely,  
Jebb Dykstra

-----Original Message-----

From: Matt O'Malley <[mtoski@yahoo.com](mailto:mtoski@yahoo.com)>

To: Jebb Dykstra <[jadykstra@mediaone.net](mailto:jadykstra@mediaone.net)>

Date: Friday, January 11, 2002 1:21 PM

Subject: Re: SCTVF - Presenters (<http://www.sctvf.org/thePresenters.htm>)

Jebb,

Yes, I would very much like to make this happen. What is your availability to get together soon. I would like to discuss what I have learned at the CES 2002 (products, trends, and new contacts), the TelAbout patent process (timing and costs), your patent attorney in Carson City (meeting with and equity vs. fees), preparation for SCTVF 2002 (rewriting Business Plan, Management Team, & Advisors), and our development plans.

Sincerely,

Matt

**Jebb Dykstra** <[jadykstra@mediaone.net](mailto:jadykstra@mediaone.net)> wrote:

Matt,

Let's enter you into this Forum. I did it last year with Coax. It was a great learning experience. It would be a great unveiling for Telabout.

Jebb Dykstra



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Yahoo?**  
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FREE  
video  
emails in  
Yahoo!  
Mail.

## Applying to Present

**Applications now open!**

**Apply Today**

We will be accepting applications for SCTVF 2002 through February 1, 2002. Decisions are made on at the end of February. If you are selected to present, you will attend an orientation session on February 26, which will introduce you to your mentor team and the Forum process. You will meet with your mentor team weekly to refine your presentation and business plan thus preparing you for your presentation at SCTVF 2002 on April 18.

### Application Process:

1. Meet the application criteria. [Click here](#)
2. Pay the \$150 application fee online. If you are not selected to present, this fee can be applied to the registration fee for SCTVF. [Click here to pay the fee](#)
3. Email your expanded executive summary by February 1, 2002 to <mailto:schao@larta.org?Subject=SCTVF Application>
4. Final decisions will be announced by February 25
5. If you are selected to present, you will be required to attend the orientation session on the morning of February 26 to meet your mentor team. A \$150 participation fee will be required. This fee includes registration fees for two members of your company to attend SCTVF and passes to two Larta University workshops (February and March).

The Forum focuses primarily on companies which meet the following criteria:

- **Stage of Development:** Private company seeking 1st, 2nd, or 3rd round of financing.
- **Technology:** Innovative and cutting-edge, especially biosciences, nanotechnology, and securities technology.
- **Financial Objectives:** Companies seeking initial or subsequent rounds of venture financing or searching for strategic alliances or corporate investment.

Your application will include a short questionnaire and an expanded executive summary. Be sure to highlight your most important business points, conveying to potential investors an understanding of your venture's viability.

**The expanded executive summary must adhere to the following:**

- Maximum 10 pages in length (one-sided), including graphics (no compressed type)
- Must include a cover page listing the company name, contact person, address, telephone and fax numbers and Email

**The expanded executive summary should include (at a minimum):**

The Company:

- Purpose
- History and Current Status
- Strategy and Objectives
- Revenue Growth (if any)
- Accomplishments

The Products or Services:

- Competitive Advantages
- Price and Margins
- Proprietary Position
- Products and Projects Planned
- Regulatory Issues

The Market and Marketing Strategy:

- Market Description
- Unique Capabilities
- Competition
- Market Penetration Strategy

Management:

- Key Individuals
- Team History
- Personnel Needs

Financial Summary:

- Funds Required
- Use of Funds
- Past Investment
- Funding Stages Needed
- Milestones
- Financial Projections (3-5 years)
- Past Financial History
- Exit Strategy

**Apply Today, then send your expanded executive summary to <mailto:schao@larta.org?Subject=SCTVF>  
Application by February 1, 2002**

### **The 2001 Presenters**

SCTVF is ground central for the most exciting technologies coming out of Southern California, from optical instruments and laser devices to sensor systems and nanomaterials technologies.

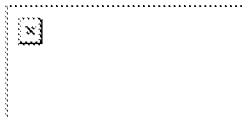
"For six years, the Venture Forum has been a bellwether for trends in the region's technology economy," said SCTVF Chair, Dr. Jon Goodman. "Our Forum has showcased exciting new technologies coming from research scientists at universities to critical technology infrastructure companies and biotech."

Here is the list and profiles of the 2001 presenting companies:

- **3iNetworks, Inc.** is a software and solutions provider in the emerging enterprise peer-to-peer ("P2P") applications integration and network communications infrastructure market.
- **Apollo Instruments, Inc.** is a development-stage company dedicated to the commercialization of optical instruments and laser devices for various applications including optical communications.
- **Chemat Technology, Inc.** has identified a significant market opportunity for sol-gel based optical coatings and systems, planning to initially introduce spin-on anti-reflective (AR) coatings.



- **COAX Corporation** is developing an integrated broadband access platform which enables cable operators to more cost efficiently deliver carrier class voice, video and data services to their subscribers.
- **Cs3 Inc.** has the goal of creating the first ubiquitous, platform-independent software infrastructure on the Internet at large.
- **eNow, Inc.** is developing a revolutionary end-to-end solution for the real-time and intelligent capture, filtering and delivery of the world's best content.
- **ESYON Corp.** deploys integrated microwave radio-based fixed wireless solutions with an ATM backbone that typically operates in the unlicensed U-NII 5.8 GHz and the licensed 23 GHz frequency bands.
- **Hybrid Plastics, Inc.** has invented a new class of affordable and cost competitive chemical feedstocks that marry the beneficial properties of plastics (processability and toughness) with those of ceramics (hardness and stability).
- **Keylime Software, Inc.** ("Keylime") is a breakthrough provider of Web analytics services, delivering Web visitor analysis and decision support data to major corporate enterprise and emerging online businesses.
- **Mantis Innovation Networks** has been formed to lead the creation of a global community for collaborative R&D by linking customers into a public network for inter-organizational collaboration.
- **Pressure Profile Systems, Inc.** is developing a Quantitative Palpation Device (QPD) for breast cancer detection that captures and quantifies the sense of touch.
- **SafeQuest, Inc.** provides an unprecedented automotive/wireless safety feature by transmitting automobile crash data (black box) immediately to emergency medical care - a lifesaving service that will save cars and lower insurance costs.
- **SeatAdvisor, Inc.** is a business to business Vertical Application Service provider for the ticketing and box office market that provides venues with the first fully functional Internet - based ticketing system that includes box office sales, telephone and Internet ticket sales, subscriptions and a private label web presence.
- **Vidius, Inc.** is a company dedicated to the secure distribution of digital media such as movies, music, e-Books, games and software applications - developed through the founders' work securing digital video for battle/military purposes through its patented distribution architecture.
- **Voiceboard Corporation** provides customizable embedded hardware and software solutions to the carrier class convergent network market by utilizing their proprietary MediaPro hardware to offload all real-time functionality and processing from the host CPU.
- **WaveBand Corporation** has developed affordable millimeter wave (MMW) steerable antenna and sensor systems



April 18th, 2002, 7:30 a.m. - 2:30 p.m.  
Regent Beverly Wilshire  
9500 Wilshire Boulevard  
Beverly Hills, California

**Re: Diagram & audio files**

Saturday, January 12, 2002 10:30 AM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,

No hurry on audio files I will proceed as planned. The player is RealOne not Real G2 as I said.

Will look at diagram when I get a chance.

Sincerely,

Dave

Matt O'Malley wrote:

Dave,

I am glad to hear that the drivers you download all seem to be working.

As you can see by looking at the attached Adobe Illustrator file, my re-creation of your diagram is incomplete. I also realize that I probably violated all the technical rules for creating such a diagram, but I wanted to get something on paper. I could not read the fax very well, perhaps you could make some rough notes on this attached diagram using Adobe Illustrator and e-mail it back to me. I am sending this file in two versions: 1) with the fonts still in tact and 2) with the fonts "converted to outlines", in case your computer doesn't have the same font library as mine.

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Jebb and I have exchanged a couple of e-mails since I have gotten back. He is at a seminar today, but we hope to talk soon. As far as creating MP3 audio files for our demo, I am about to take a look at that now. I am not too sure how far I will get today, since I am also trying to re-write the business plan, listening to audio presentations from Comdex and CES, preparing to meet with Jebb, and reviewing some books on patents. At this time, do you just need audio files for testing purposes or do you need the audio files to coincide with the future visual presentation, which I am also hoping to create.

Thanks,

Matt

(818) 344-1000

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Attached: 802.11 info and changes to agreement.

Added the words "for TelAbout" to section d and removed "but without further compensation" from section e.

I am now running off to Fry's and hoping to make it before they close for a new Harddrive.

later,

Matt

---

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--

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## Milestones

Saturday, January 12, 2002 8:53 AM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,

I have a meeting this morning. But my milestones are:

1. Demonstrate live streaming from CD-ROM on Windows NT machine, through RealProducer Basic over intranet to Windows2000 machine using RealPlayer G2.
2. Demonstrate simulated live streaming using a playbill.
3. Use Test Player from SDK.
4. Write simple software to perform channel (A1, B1, D5...) switching using a playbill and windows file sharing (simple but inefficient for final implementation)..
5. Agree with Jebb, you and me how we will manage RealNetworks relationships.
6. Try to port Test Player to Windows 95 laptop..
7. Plan Demo and set up Windows 2000 machine and laptop.
8. Development agreement between Jebb, you and me on business relationships.
9. Investigate network traffic, performance, and possible channel switching speeds.
10. Start hardware developmenttradeoffs.

As I said you can go to [www.realnetworks.com](http://www.realnetworks.com) and download RealProducer and RealPlayer G2.

Sincerely,

--

David Hench  
717 Rainier Ave  
Orange, CA 92865  
714-974-2193 (work)  
714-998-2691 (home)  
[d\\_hench@ieee.org](mailto:d_hench@ieee.org) (permanent email)  
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
**Due Diligence Checklist**

Monday, January 14, 2002 10:07 AM

From: "Jebb Dykstra" &lt;jadykstra@mediaone.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

# TECHNOLOGY SECTOR LAW

 swoosh\_left.gif (568 bytes)

## DUE DILIGENCE CHECKLIST

[Home Page](#)[Legal Practice](#)[Areas...](#)[Firm](#)[Information](#)[Technology &](#)[Telecom Legal](#)[Services](#)[Contact](#)[Site Map](#)

### 1. Corporate Records

1. Formation documents, such as (i) Articles / Certificate of Incorporation, (ii) by-laws (for the Company), or (iii) Articles / Certificate of Organization of LLC, and (iv) Operating Agreement (for LLC).
2. All Minutes of meetings of the board of directors, shareholders, members and committees of the Company.
3. Listing of any affiliated companies such as subsidiaries.
4. Any stockholder, buy-sell, securities contracts, or similar agreements that may relate, directly or indirectly, to the proposed transaction.
5. A list of all of the security holders of the Company (including option and warrant holders and others entitled to purchase the securities of the Company), indicating the class and number of securities held by each such holder.
6. Copies of all securities of the Company presently outstanding and any agreements or plans relating thereto (including options, warrants, and securities convertible or exchangeable into common stock) and the number of shares, units, or principal amount outstanding.
7. A copy of the stock transfer ledger of the Company showing all transactions in its stock.
8. All documents known to the Company relating to outstanding proxies, powers of attorney (with respect to any stock of the Company), voting trusts, or other assignments of rights attaching to any of the stock of the Company, if any.
9. A list of any capital stock or equity interest in any other entity or enterprise owned by the Company

### 2. Business Contracts

1. Any partnership, joint venture, distributorship, franchise, licensing, management, research and development, or similar agreements or contracts to which the Company is a party.
2. Any form engagement letters or other form agreements or contracts used in connection with the Company's business, including without limitation purchase orders, sales orders, quotation forms, and other standard forms.
3. List of significant acquisitions or dispositions of the Company's assets, mergers, equity financings, and other material transactions completed within the last three years and all documentation relating thereto.
4. Any other contract or agreement (or forms of related or similar contract) that: (i) involves payments by or to the Company of in excess of \$1,000 in any one year or (ii) is significant to the operation of the Company's business.

### 3. Legal/Financial

1. Copies of any currently outstanding commitment letters or other correspondence relating to proposed financings or borrowings of the Company.
2. Letters of credit, Lines of Credit, outstanding (amounts, terms) if any.
3. List of financial institutions and types of accounts maintained by the Company.
4. All documents purporting to create liens, mortgages, security agreements, pledges, charges, or other encumbrances on the stock of the Company, on any real or personal property of the Company or in favor of the Company. Copies of all Uniform Commercial Code (UCC) financing statements filed with respect to the above, if any.
5. Copies of notes payable to or notes receivable from any employee, director, affiliate, agent, or shareholder of the Company outstanding at any time during the past year. Copies of all other agreements relating, directly or indirectly, to the Company or any person who is, or is proposed to become, an officer, director, key employee or significant owner (including affiliates) of the Company (including loans, leases, purchases, and sales of property).
6. Copies of any agreements pursuant to which the Company either (i) guarantees or otherwise supports the credit of any other person or entity or (ii) indemnifies or has agreed to hold others harmless with respect to any liabilities
7. Financial Statements and income and payroll tax returns for last 3 years.

### 4. Property

1. List of real property (owned or leased) used in the Company's business, including size, location, and use of each parcel and number of employees employed at each location. For leased properties, include the term of each lease.
2. Copy of all leases, subleases, deeds, mortgages, construction contracts, and other commitments relating to real property owned or leased in connection with the Company's business.
3. Any appraisals of the Company's real property obtained within the past three years; copies of any Phase I Environmental Reports.
4. Inventory of significant personal property owned or leased, and copies of all purchase contracts, leases (including, without limitation, automobile leases, and computer equipment leases) and security agreements, etc., relating to material equipment or personal property or licenses regarding equipment usage.

#### 5. Intellectual Property

1. Schedule of trademarks, trade names, service marks, copyrights, or patents owned by, licensed to, or applied for by or on behalf of the Company and correspondence files relating thereto, including dates of registration with state or federal agencies along with identifying registration numbers, if any.
2. A listing of all parties whose software or intellectual property is utilized in the Company's products or service and copies of any license or purchase agreements with those parties.
3. Copy of all patents issued or patent applications outstanding.
4. Copy of all licenses, assignments, royalty agreements, and other contracts and instruments relating to the foregoing.
5. Name of contact person who handles patent, trademark, or copyright matters for the Company.
6. Description and development of policies to protect intellectual property rights owned by the Company or otherwise used in the Company's business.
7. Documents relating to any claims of infringement of intellectual property rights owned by the Company or related to its business either (i) by the Company or any of its owners against the rights of others or (ii) by others against the rights of the Company or its owners.

#### 6. Management/Employees

1. All corporate policy manuals covering hiring, regulatory compliance, internal controls, etc. Include number of employees by department or other relevant classification.
2. Copies of employment contracts, confidentiality agreements, non-competition agreements, management and consulting contracts, union contracts, collective bargaining agreements, employee manuals, benefit plan summaries, etc.

3. Any written agreements and summaries of any unwritten arrangements or understandings between the Company and any of its officers, directors, affiliates, and associates within the last three years, whether or not currently in effect.
4. Copies of and listing of all profit sharing and savings plans, pension or retirement plans, deferred compensation plans, medical, dental, or other health and welfare plans and any bonus, incentive, performance, or similar plans or arrangements and related agreements; Summary Plan Descriptions or other descriptions, Form 5500 filings for past 3 years, and all IRS determination letters or other communications with governmental officials regarding any of the foregoing.
5. Copies of any other executive compensation plans or programs - does not include Employee Stock Option Plan (ESOP). Is a separate issue.
6. Any indemnification agreements with any directors, employees, or agents.
7. Distribution, sales representative, agency, and dealer agreements currently in effect.
8. Commission agreements with non employee salespersons, buyers, or other agents.
9. Form of nondisclosure or proprietary information agreements used by the Company and a list of any employees of the Company who are a party to such agreements.
10. Schedule of all compensation paid during the last fiscal year to officers, directors, and key employees showing separately salaries, bonuses, and non-cash compensation, including bonuses paid or accrued, direct or indirect benefits or perquisites, and all benefits paid or accrued under all employee benefit plans.

#### 7. Litigation

1. List of all litigation, administrative or regulatory proceedings, investigations, or governmental actions involving the Company or its business since Company began, with a brief description of the basis for each such matter.
2. Description of any currently threatened litigation, legal claims, regulatory actions or other actions or proceedings, including any correspondence relating to any alleged infringement of any patent, trademark, or other intellectual property.

#### 8. Insurance

1. A schedule of all policies or binders of insurance or self-insurance arrangements, including medical, workers compensation, disability,

automobile, general liability, fire and casualty, products liability, professional liability, officers' and directors' liability and key-man life insurance, with deductibles, coverage limits, and other significant terms. Please indicate the name and address of all insurance agents, brokers, and companies.

2. A schedule of insurance claims in excess of \$50,000 over the last five years, and summary of loss history for that period.

3. A schedule of threatened or potential claims (past, present or future).

4. A schedule of outstanding bonds (value and bonding company), current bonding limits.

5. Any reports or correspondence concerning the adequacy of the foregoing or denial of coverage.

#### 9. Legal-Regulations and Filings

1. Reports filed and significant correspondence to and from any state or federal regulatory agencies.

2. A schedule of all material governmental permits, licenses, etc. of the Company and relating to the Company's business.

3. A description of any inquiries or known noncompliance with any laws or regulations for the past five years and the disposition and status thereof.

#### 10. Miscellaneous

1. Copies of any finder's fee or bonus compensation arrangements regarding the proposed transaction.

2. Any other documents, information, or data that are significant with respect to the business of the Company or which should be considered and reviewed in making disclosures regarding the business and financial condition of the Company to prospective investors.

[IP Law](#) [Securities](#) [Transactions](#) [Employment](#) [Immigration](#) [Business/Strategic Planning](#) [Fundraising & Due Diligence](#)

**Managing Real Networks Relationships**

Tuesday, January 15, 2002 10:20 AM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;, "Jebb Dykstra" &lt;jadykstra@mediaone.net&gt;

Dear Jebb and Matt,

It is time to decide on how to manage relationships with RealNetworks. At this point I can legitimately call myself a RealNetworks developer. ISAC's trial license for RealServer Intranet will expire on Jan. 20th.

It would be best if a managed no fee development license for RealServer Intranet could be negotiated and legitimately managed.

I do need to ask some technical questions and ISAC needs to first sign up for the developer's forum and then cultivate an engineering contact.

The demo can now run in either a Audio on Demand mode that requires 6 seconds to start a stream. I should be able to play a local stream during that 6 seconds. Or it can operate in a simulated live transmission mode that uses a playbill. In the playbill mode each program segment must currently play completely before switching. I need to find out how to stop playing a file and start file another immediately. I would like to ask the developer's forum. The playbill mode is expected to be more efficient in number of streams on a network. I need to find technical contacts that can answer how many streams we can really get on a network. Again that question can be asked the developer's forum without revealing anything.

---

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[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)



Fwd: voicexml

Tuesday, January 15, 2002 12:54 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: "David Hench" <d\_hench@pacbell.net>

David,

I received your e-mail regarding Real Networks' SDK. I am currently tied up with a tv show that I will be working on for at least the next two weeks for Yahoo Sports, but I will try to reach you by phone later today.

Jebb and I had a productive conversation yesterday morning, but I am still waiting to receive a list of his references before can procede. Hopefully, he and I can formalized an agreement soon, but in reality that will likely need to take place before he does any negotiating with Real Networks. I do agree that our SDK is a very important issue and we most definitely need to try and reduce the delay time between messages!

Besides my current tv work, I am also working on revising the business plan and perhaps even more important, we need to start preparing our patent material.

I am also forwarding you an interesting article that a friend forwarded to me regarding voiceXML. Perhaps you could save it off for future reference. I hope you and I can get together soon to see your prototype progress and discuss the powerpoint presentation.

Thanks, Matt  
(818) 344-1000

forwarded message attached.

---

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<http://promo.yahoo.com/videomail/>

**Fwd: Meeting at CES2002**

Wednesday, January 16, 2002 10:38 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "wayne" &lt;swayne@earthlink.net&gt;

Meeting at CES2002.eml (50KB)

I talked to so many OEMs at CES that I will have to check my notes to see who this company is, but he is asking for only 100 units a month. It may not have related to TelAbout, but boy that seems low. Companies are hungry for business.

m

**Do You Yahoo!?**

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**Forwarded Message: Meeting at CES2002**

Wednesday, January 16, 2002 3:23 AM

**Meeting at CES2002**

From: "jed" &lt;jed@westech.co.kr&gt;

To: MATTOMALLEY@earthlink.net

PRICETV.xls (20KB)

Dear Mr. Matt O'Malley

First of all, I would like to thank you for your kind visiting our booth at CES 2002 show and I believe you went back home safely with fresh feedback and fruitful results from the show. During the show, I came to know that you are very much interested in marketing our TFT-LCD TV/Monitor products and therefore, I really would like to build a good business relationship with your esteemed company.

The main purpose of our exhibiting show was to find and set up the distribution network in USA. We will have only 3-4 distributors in USA so please let me know if you are interested in. For the minimum purchasing of 100 sets per month for the starting of this year, we will be happy to name you as a distributor. As we have over 40 engineers in our own R&D in circuit, design and QC, we believe that we can meet any customer's specific requirements. In this regard, we will do our best to meet your demands so if you have any requirement, please kindly let me know. Attached here to are our best pricelist list. After reviewing it, feel free to contact me for any queries.

I will be looking forward to receiving your good news soon.  
Thanks & best regards,

Jed Choi  
Overseas Sales Div.



Westech Korea Inc.  
548-9 Gajwa-Dong Seo-Ku  
Incheon 404-250 Korea  
Tel:82-32-580-8983  
Fax:82-32-580-8999  
[www.westech.co.kr](http://www.westech.co.kr)

---



## Needed actions

Tuesday, January 22, 2002 11:47 AM

From: "David Hensch" &lt;d\_hensch@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,

There is obviously a lot to do to get a professional demonstration.  
I want to put my efforts in productive areas as obviously so do you.

It seems that for the various modes:

Local mode-- will be used for the demonstration.

Network mode-- will be used if we want to demonstrate wireless networking.

AOD mode-- simulated AOD should be used for initial development but probably

not demonstrated.

Stream mode-- can be tested over Internet with non proprietary streams but will

not be demonstrated.

Ways demo can work:

1. Use a receiver per area in a static floor plan as is currently used.

User clicks

on an area and a receiver for that area pops up.

2. Use a static floor plan but have only one receiver and as it is moved the area

changes. This takes some development on my part but should be able to be done.

3. Use one receiver and A1 gives menu for the entire show. Area would be

selected by menu item and would pop up in background. Needs some changes but

little development.

For the rest I will ignore production sound/video/static images and concentrate on software/engineering.

#### Critical Software Development

- \* Make sure Matt can use what he has.

- \* Decide on technique 1,2, 3 above.

- \* Establish version control on presentation so two or more people can work on it at same time.

#### High Priority Software Development

- \* When a new item is played, old item should stop on all testable audio cards. Currently

two items play on Matt's sound card.

- \* AOD lead-in (7 seconds) should play to completion before segment starts.

- \* Numeric dial should wrap around.

- \* Is dial in incorrect direction?
- \* Support technique 1,2,3, as decided upon.

#### Wish List-- Software/Engineering Development

- \* Finish monitor for configuration.
- \* Provide way for areas to be entered into monitor.
- \* Eliminate console and incorporate information into monitor.
- \* Set up Internet server for Stream mode.
- \* Initial survey of hardware components.
- \* Set up wireless network.
- \* Select first hand-held receiver.
- \* Initial experiments with location technique.

#### Needs Engineering Funding

- \* Develop/purchase network traffic monitor.
- \* Network traffic model.
- \* Perform Network traffic survey using Intranet server.
- \* Network/local storage tradeoff.
- \* Receiver location development.
- \* Receiver design tradeoffs.
- \* Design receiver.
- \* Set up Alpha test.

Sincerely,  
Dave

--

David Hench  
Imaging Systems Applications Corp.  
717 Rainier Ave  
Orange, CA 92865  
714-974-2193 (work)  
714-998-2691 (home)  
[d.hench@ieee.org](mailto:d.hench@ieee.org) (permanent email)  
[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)



## Re: Needed actions

Thursday, January 24, 2002 3:10 PM

From: "David Hench" <d\_hench@pacbell.net>  
 To: "Matt O'Malley" <mtoski@yahoo.com>  
 Cc: "wayne" <swayne@earthlink.net>

Dear Matt,

Ok I will find a way to set up a slide with each of the your eight images as a button. Pushing the button will 1) go to a slide that shows the floor layout of the selected application of TelAbout and 2) launch a simulated receiver. Moving the receiver will select different content. I am having difficulty finding how to make the mobile receiver but will keep looking until I do. Each slide will have a way to return to the page with big buttons..

The seven second delay is something the user can not see. It is an engineering/ productions question to get around this delay. One way is for the first seven seconds of all possible selections to be buffered as soon as the user comes into and area. Another way is for a standard message to be used such as "Thank you for using TelAbout at the Art Museum"

We need to include capital requirements in the presentation. I will start making some estimates this weekend.

Sincerely,

Dave

Matt O'Malley wrote:

David,

Thoughts and comments in blue below:

**David Hench <d\_hench@pacbell.net> wrote:**

Dear Matt,

There is obviously a lot to do to get a professional demonstration.

I want to put my efforts in productive areas as obviously so do you.

It seems that for the various modes:

Local mode-- will be used for the demonstration.

Network mode-- will be used if we want to demonstrate wireless networking.

AOD mode-- simulated AOD should be used for initial development but probably not demonstrated.

Stream mode-- can be tested over Internet with non proprietary streams but will not be demonstrated.

Ways demo can work:

1. Use a receiver per area in a static floor plan as is currently used.

User clicks

on an area and a receiver for that area pops up.

2. Use a static floor plan but have only one receiver and as it is moved the area

changes. This takes some development on my part but should be able to be done.

3. Use one receiver and A1 gives menu for the entire show. Area would be

selected by menu item and would pop up in backg

Not sure I follow item 3. Ideally, I could create three images - one for our initial customer focus, two for stage two customers and three for future areas for TelAbout. Each image would allow someone using the demo to move a single receiver around the screen and pick an environment from a list including a:

IMAGE ONE (initial focus / businesses and locations with captive audiences and / or employees)

-1-Museum (Showing how TelAbout is easy for visitors to use and easy for employees to update and maintain).

-2-Trade Show (Showing how there can be many channels in a relatively small area and how the Convention (i.e. LVCC), Show Coordinator (i.e. Key3Media/COMDEX), Exhibitors (i.e. Microsoft and Apple), and Show Attendees can all greatly benefit from TelAbout),

-3-Sports Bar (Showing how signage can help direct one to the correct channel with their football game and a channel with fantasy sports scoring updates),

-4-Office in Tall Bldg. (Exit information during an emergency - Show that TelAbout is not dependent on cellular service or land lines),

-5-Cruise Ship or Ski Lodge (Remote locations with captive audiences, but without cellular / how TelAbout could help event coordinators and tourists with vacation activities), and

-6-Manufacturing Plant (Showing TelAbout as an employee training

IMAGE TWO (future customers)

-7-Sporting Event (i.e. The Staples Center or an Outdoor Sporting Event / the ability to receive updates on other events, player and coaches interviews / wife listening to news channel feed while dad listens to a player mic'd on the field, and son listens to fantasy sports channel),

-8-Theme Park (Showing how TelAbout improves a visitors experience by getting current info on such things as rides with the shortest lines and locator services - restrooms, cash machines, etc.).

-9-House Hunting (Beyond learning home amenities, TelAbout could explain the area schools, public transportation, taxes, etc. - relators could get encoded messages regarding current pending offers), and

-10-Airport (Gate changes, news, baggage claim info - all while you are moving about), and

-11-Train Station (Show a NYC commuter receiving train arrival updates while waiting at the train station);

IMAGE THREE (future retail customers)

-12-Electronics Store (Like a Best Buy / compare new devices like TIVO vs. Ultimate TV, register your feedback on products and show how the store owner can monitor advertising effectiveness and make changes quickly),

-13-Music Store (Localized info / an example where a customer can hear Britney Spears tell when she will be in town on her next concert tour),

-14-Movie Rentals (An "Amazon.com-like" example where "If you like this movie, here is a list of other movies you might like", a current top ten list of movies in each category (i.e. Action, Comedy, Drama, Horror, etc.), a upcoming movie list and an example how data can track which channels and movies are most requested),

-15-Book Store (Example where book author like Steven King, explains his latest novel and when he will be in town for a book signing),

-16-Car Dealers (Customers can get quick and accurate information all without a sales rep

Once someone selects an area, i.e. a sports bar, an image should appear that correlates to that environment and maybe even shows channel choices, i.e. a channel number posted next to a TV showing a football game. So each time someone selects a channel and hits play, the background image also changes. This will take some work on both our

parts, but it will best convey the benefits and advantages that make TelAbout useful to both businesses and end-users. I assume once the software is programmed to show an image the real work will be creating and coordinating all the images and audio.

\*\*\*Perhaps, We / I should be developing this demo in Dreamweaver and not Powerpoint, so it can work over the Internet and not just on a notebook PC that I carry around. Let's at least keep this in mind, once we receive IP protection, a well done Web demo could greatly increase our ability to reach potential investors.

For the rest I will ignore production sound/video/static images and concentrate on

software/engineering.

Critical Software Development

- \* Make sure Matt can use what he has.
- \* Decide on technique 1,2, 3 above.
- \* Establish version control on presentation so two or more people can work on it at same time.

High Priority Software Development

- \* When a new item is played, old item should stop on all testable audio cards. Currently

two items play on Matt's sound card.

I may try to get a new notebook PC - I mention it, in case this makes a difference in your audio playback.

\*AOD lead-in (7 seconds) should play to completion before segment starts.

Is this a development or presentation question? If it relates to the presentation - I understand this delay is unavoidable at this early stage, but I would almost rather build a simulated playlist that avoids this delay for our presentations (or minimize it as much as possible). I am afraid this delay may be too distracting to attract investors.

- \* Numeric dial should wrap around.
- \* Is dial in incorrect direction? -Yes - reverse it please.
- \* Support technique 1,2,3, as decided upon.

Wish List-- Software/Engineering Development

- \* Finish monitor for configuration. ('monitor' as in computer monitor?)
- \* Provide way for areas to be entered into monitor.
- \* Eliminate console and incorporate information into monitor.
- \* Set up Internet server for Stream mode. (In the real-world, could this audio stream reside on-site (i.e. at a trade show) vs. at "TelAbout's Central Office"?)
- \* Initial survey of hardware components.
- \* Set up wireless network.
- \* Select first hand-held receiver.
- \* Initial experiments with location technique. (let me know what you think of that Stanford University Article).

When applying for the SCTVF (by Friday, Feb. 1), I will need some sort of projections on how much capital we need for engineering/development and what it will be used for.

Please, let me know if this is something you feel comfortable with and how much of your time it might take to put together.

Needs Engineering Funding (Do you know any rough costs or amount of time needed on these items? I know this is close to impossible at this point, but anything helps.)

- \* Develop/purchase network traffic monitor.\* Network traffic model.
- \* Perform Network traffic survey using Intranet server.
- \* Network/local storage tradeoff.
- \* Receiver location development. (\*Is this the receiver location tracking?)
- \* Receiver design tradeoffs.
- \* Design receiver.

- \* Set up Alpha test.

- \*Software Development - allowing for local on-site changes (i.e. a trade show exhibitor can add or change messages on-site) and/or nationwide updates for businesses (i.e. Sony could add or change a message that currently runs in a Best Buy nationwide).

- \*Software for Tracking customer TelAbout usage, customer on-site feedback (regarding on-site products (i.e. a customer's opinion on a new electronic gadget), services (i.e. a customers feedback on their experience on a ride at Disneyland), and employee assistance (i.e. a waitress), customer traffic flow within an environment (i.e. the number of attendees [with TelAbout] in any given area of a trade show).

- \*Transmitter / Transceiver design tradeoffs. (also, ways to prevent interference with existing 802.11b deployments, i.e. Wireless LANs).

Thanks - Matt

Sincerely,

Dave

—

David Hench

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**Demo Spec.**

Saturday, January 26, 2002 1:32 PM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;, "wayne" &lt;swayne@earthlink.net&gt;

DemoDetailsX2.pdf (337KB)

Dear Matt and Wayne,

Hear is a second version of a spec for the demonstration. There is a fair amount of detail for you to add. I am sending a pdf version and for version control reasons I will keep the doc version until one of you want to check it out to work on it. Let me know. I hope to complete the slide navigation software today, but it will probably be tomorrow. The software can be modified to add changes in the spec. Then I have to do some C coding so the receiver doesn't play two audio segments on Matt's machine. Then I will add block diagram and some engineering estimates to the spec.

Sincerely,

Dave

--

David Hench

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<b>ISAC Corporation</b> <b>Design Specification</b>	DocNo.	Designer: David Hench	Date: 1/26/02
	Revision X2	Client: TelAbout	Date:
Page 1 of 15			
ISAC Form: Revised: 11-21-01	Title:	Demo Details	

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Application Names .....	6
TelABout Central .....	7
Description: .....	7
Trade Show .....	8
Retail Outlet .....	9
Museum .....	10
Theme Park .....	11
Sports Bar .....	12
Office .....	13
Cruise .....	14
Training .....	15

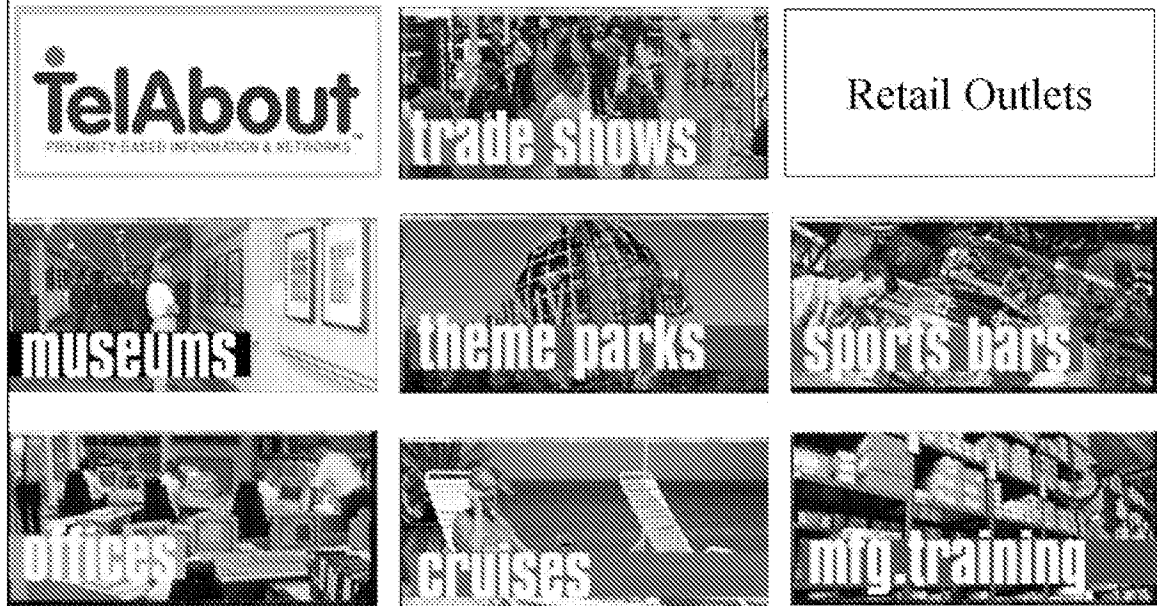
## Introduction

Two sheets from the current demo are shown in the next two figures. When one of the nine large buttons is pressed, the simulated receiver will be launched and a slide from the demo corresponding to the application represented by the button that was pushed will be shown. The background color and footers are not shown in these figures.

It will be noticed that the slide layout works best with nine buttons. It seems the ninth should be a Retail Outlet. The corresponding artwork is needed. The slide format, or Slide Master, in PowerPoint terminology is probably not final and can and should be updated. It seems acceptable for the moment.

ISAC Corporation Design Specification	DocNo.	Designer: David Hensch	Date: 1/26/02
	Revision X2	Client: TelAbout	Date:
ISAC Form: Revised: 11-21-01	Page 2 of 15		
Title:	Demo Details		

# Select a TelAbout Demonstration



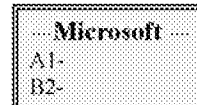
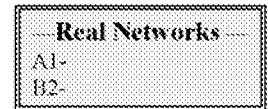
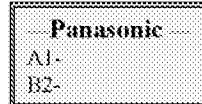
The second page is a sample demo, minus the artwork. When the receiver is used the menu closest to the center of the receiver is used. The first line of the menu will contain a word in the title of a detail slide. When the upper button of the two-button set is pushed the show goes to the detail slide. The detail slide will be the nearest slide with the words enclosed in dashes (—) in its title. The other button takes us back to demo home, in other words the first of the two slides. If the audio segments selected can dictate the slide presentation such navigation through slides can be done if it can be specified. In the *Applications Names* section there is room to specify this navigation under the heading "Goto Slide on Codes"> As I recall the "AN" codes, where N represents a number always, apply to the whole installation. Pushing these codes may take us back to the main slide for the application.

Content for each application should be put in an appropriate folder off of c:/telabout/content. And code for an area of the application should be put in a subfolder.

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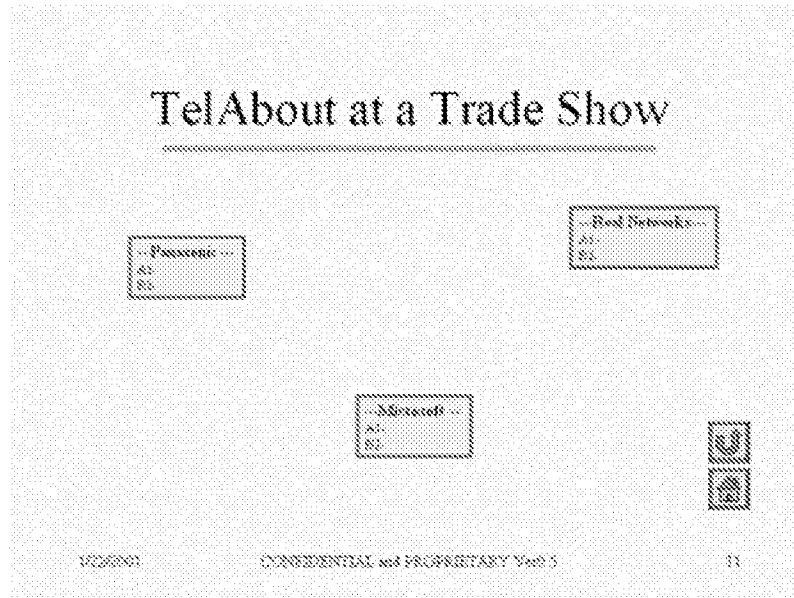
# TelAbout at a Trade Show

---

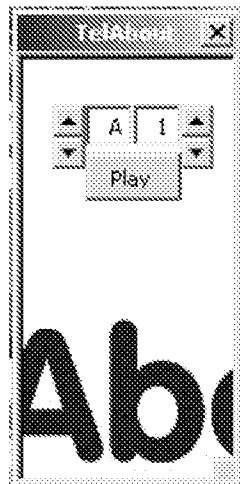


<b>ISAC Corporation</b> <b>Design Specification</b>	DocNo.	Designer: David Hensch	Date: 1/26/02
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A current slide with background color and footers is shown as a jpeg image below.



The current receiver is shown below. Art for the receiver is needed.



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The next figure shows the current Slide master without the background or footer. The Master title style is 44 Point Times New Roman. The first level bullet style is 32 Point Times New Roman, second level is 28 Point Times New Roman, third level is 24 Point Times New Roman, fourth level is 20 Point Times New Roman, and the fifth level is 20 Point Times New Roman.

## Click to edit Master title style

- Click to edit Master text styles
  - Second level
    - Third level
      - Fourth level
        - » Fifth level

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## Application Names

In this section the following items are shown:

- (1) The button used for an application.
- (2) The location of the button on a 3 X 3 grid of buttons.
- (3) The name of the button image.
- (4) The Macro Name used in PowerPoint.
- (5) The name PowerPoint assigned to the button.
- (6) The title of the slide that contains the demonstration for that application.
- (7) The path to the folder containing the sound clips for the application.
- (8) A table showing Area Name, a "Goto Slide on codes area" to allow specifying automatic slide change during demonstration, and the slide title [Content subfolder is area name without spaces].
- (9) A list of the content, Area Name is enclosed in dashes [- -].
- (10) A description of the application.

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## TelAbout Central



X		

Button Name: Image1dTelAbout.jpg  
 Macro Name: TelAboutCentral  
 PowerPoint Name: Picture 8  
 Slide Title: TelAbout Central  
 Content Path: c:\telabout\content\TelAboutCentral

AREA NAME *	GOTO SLIDE ON CODES	SLIDE TITLE

\*Content subfolder is area name without spaces

...	...	...	...

Description:

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## Trade Show



	X	

Button Name: Image1dTradeShow.jpg  
 Macro Name: TradeShow  
 PowerPoint Name: Picture 9  
 Slide Title: TelAbout at a TradeShow  
 Content Path: c:\telabout\content\TradeShow

AREA NAME *	GOTO SLIDE ON CODE	SLIDE TITLE

\*Content subfolder is area name without spaces

--	--	--	--

Description: Trade Show (Showing how there can be many channels in a relatively small area and how the Convention (i.e. LVCC), Show Coordinator (i.e. Key3Media/COMDEX), Exhibitors (i.e. Microsoft and Apple), and Show Attendees can all greatly benefit from TelAbout),



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## Retail Outlet

(Retail Outlets Needs Art)

		X

Button Name: (Needs Art)

Macro Name: RetailOutlet

PowerPoint Name: Rectangle 5

Slide Title: TelAbout at a Retail Outlet

Content Path: c:\telabout\content\RetailOutlet

AREA NAME *	GOTO SLIDE ON CODE	SLIDE TITLE

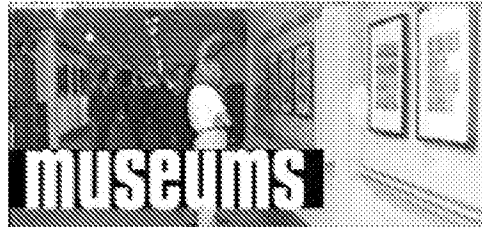
\*Content subfolder is area name without spaces

...	...	...	...

Description: Electronics Store (Like a Best Buy / compare new devices like TIVO vs. Ultimate TV, register your feedback on products and show how the store owner can monitor advertising effectiveness and make changes quickly),

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## Museum



X		

Button Name: ImageIdMuseum.jpg

Macro Name: Museum

PowerPoint Name: Picture 11

Slide Title: TelAbout at the Museum

Content Path: c:\telabout\content\Museum

AREA NAME *	GOTO SLIDE ON CODE	SLIDE TITLE

\*Content subfolder is area name without spaces


Description: Museum (Showing how TelAbout is easy for visitors to use and easy for employees to update and maintain).

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## Theme Park



	X	

Button Name: Image1dThemeParks.jpg

Macro Name: ThemePark

PowerPoint Name: Picture 12

Slide Title: TelAbout at the Park

Content Path: c:\telabout\content\ThemePark

AREA NAME *	GOTO SLIDE ON CODE	SLIDE TITLE

\*Content subfolder is area name without spaces

---	---	---	---

Description: Theme Park (Showing how TelAbout improves a visitors experience by getting current info on such things as rides with the shortest lines and locator services - restrooms, cash machines, etc.).

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## Sports Bar



		X

Button Name: ImageIdSportsBar.jpg

Macro Name: SportsBar

PowerPoint Name: Picture 13

Slide Title: TelAbout at a Sports Bar

Content Path: c:\telabout\content\SportsBar

AREA NAME *	GOTO SLIDE ON CODE	SLIDE TITLE

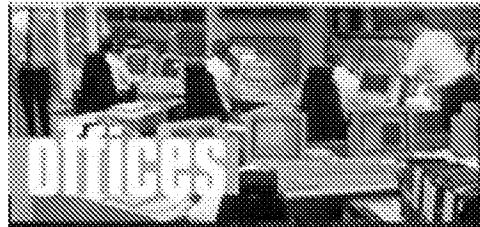
\*Content subfolder is area name without spaces

...	...	...	...

Description: Sports Bar (Showing how signage can help direct one to the correct channel with their football game and a channel with fantasy sports scoring updates).

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## Office



X		

Button Name: Image1dOffice.jpg  
 Macro Name: Office  
 PowerPoint Name: Picture 15  
 Slide Title: TelAbout at the Office  
 Content Path: c:\telabout\content\Office

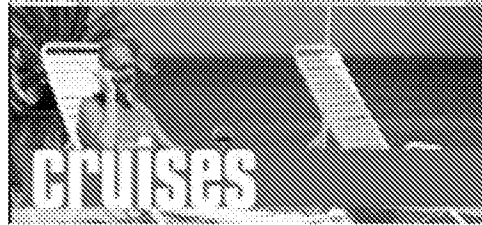
AREA NAME *	GOTO SLIDE ON CODE	SLIDE TITLE

\*Content subfolder is area name without spaces


Description: Office in Tall Bldg. (Exit information during an emergency). Show that TelAbout is not dependent on cellular service or land lines).

ISAC Corporation Design Specification	DocNo.	Designer: David Hench	Date: 1/26/02
	Revision X2	Client: TelAbout	Date:
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## Cruise



	X	

Button Name: Image1dCruise.jpg  
 Macro Name: Cruises  
 PowerPoint Name: Picture 16  
 Slide Title: TelAbout on a Cruise  
 Content Path: c:\telabout\content\TelAboutCentral

AREA NAME *	GOTO SLIDE ON CODE	SLIDE TITLE

\*Content subfolder is area name without spaces


Description: Cruise Ship or Ski Lodge (Remote locations with captive audiences, but without cellular / how TelAbout could help event coordinators and tourists with vacation activities)

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## Training



		<b>X</b>

Button Name: Image1dMfrTraining.jpg  
 Macro Name: Training  
 PowerPoint Name: Picture 17  
 Slide Title: TelAbout in Training  
 Content Path: c:\telabout\content\Training

AREA NAME *	GOTO SLIDE ON CODE	SLIDE TITLE

\*Content subfolder is area name without spaces


Description: -Manufacturing Plant (Showing TelAbout as an employee training).

**Re: Engineering**

Monday, January 28, 2002 9:03 AM

From: "David Hench" <d\_hench@pacbell.net>  
To: "Matt O'Malley" <mtoski@yahoo.com>  
Cc: "wayne" <swayne@earthlink.net>, "Jebb Dykstra" <jadykstra@mediaone.net>

Dear Matt,

I understand the concept of penetration and am building a flexible demo. I will put in these ideas as slides for review as well as eliminating navigation bugs. I need to get to engineering estimates.

Don't know what to say about my phones. It is of concern, but I could call one from the other today.

The main point of the article for us now is that some implementations of the wireless network make the signal strength available and the signal strength for several transmitters allows location. Not all implementations make this signal strength available and it will be a/the major tradeoff to select receivers.

Sincerely,

Dave

--

David Hench  
Imaging Systems Applications Corp.  
717 Rainier Ave  
Orange, CA 92865  
714-974-2193 (work)  
714-998-2691 (home)  
d.hench@ieee.org (permanent email)  
[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)

Matt O'Malley wrote:

Dave,

I have tried several times to call you using both your numbers, but neither will go through. If you get this and want to call me, I will be up quite late (at least 1 am).

I am still mapping out the stages of TelAbout's Market Penetration Plan for the SCTVF executive summary that I must complete by this Friday, Feb. 1. For example, TelAbout will likely preform local beta-tests at either area museums or sports bars (depending on the time of year). Sports Bars would be ideal if it is during the NFL season (August through December). But hopefully, we will be rolling before that and need to start with area museums.

After we feel confident with the product's robustness and ease of use, Stage Two will focus on becoming profitable at either Trade Shows or Theme Parks. This will likely depend on our ability to strike a deal with either the Staples Center, the Las Vegas Convention Center, Anaheim Convention Center, Universal City or Disneyland. Boy, there are some benefits to living in Los Angeles.

Stage Three: Office Buildings (including evacuation capabilities) and Training Applications (Manufacturing Plants, Tech Schools, College Campuses and Libraries);

Stage Four: Trade Shows or Theme Parks, Sporting Events, Sports Bars (whichever are not parts of Stages One and Two);

Stage Five: Remote Locations (i.e. Cruise Ships / Ski Lodges), Tours, Train Stations / Trains, Bus Stations / Buses, and Airports;

Stage Six: Real Estate Shopping and Car Dealers; and

Stage Seven: Retail > Electronic Stores, Music Stores, Movie Rentals, Book Stores, Hardware Stores.

I mention this for three reasons. One, to point out that although retail demonstrates some of TelAbout best capabilities and profit potential, it will likely be the most difficult area to gain a



critical mass audience. Consequently, it will be our last area of conquest. Two, Perhaps the demo should correlate to this same market penetration flow. And Third, to point out that even this plan is not set in stone, so our presentation will need to be somewhat flexible.

Ideally, there would be seven Menu Screens:

Menu Screen One = Stage One / Beta: Museums and Sports Bars

Menu Screen Two = Stage Two: Trade Shows

Menu Screen Three = Stage Three: Office Buildings (including evacuation capabilities) and Training Applications (Manufacturing Plants, Tech Schools, College Campuses and Libraries); and so on...

Hopefully, I will have a better answer by the end of the week, but chances are the presentation should be flexible to changes and not assume we will be in retail too early.

As far as location tracking is concerned, have you had a chance to finish that article from Stanford University and does it help with our needs?

Even though I didn't mention it, I was actually hoping you and I might have gotten together this past weekend, but obviously that didn't happen - too much going on. I have two shows that I must finish this week for Yahoo! Sports and the Outdoor Life Network - plus, some how complete the materials needed for the SCTVF and wrap up my agreement with Jebb - but, hopefully, we can talk by phone, exchange e-mails and get together next week. My compliments on your presentation so far!

Thanks,

Matt

**David Hench** <d\_hench@pacbell.net> wrote:

Dear Matt,

I have put in about a half a man month. I will work on engineering estimates when I have the coding for the demo finished.

Don't worry about filling in the tables for now, I can work with simple rules:

1. The application slides and detail slides will follow a slide titled "Conclusions"
2. Application slides will have the words TelAbout and the words on the button in their title.
3. Detail slides will not have the word TelAbout in its title but will have the words in the menu textbox (that are enclosed in dashes and will immediately follow the application slide.
4. Content will use the words on the Button to derive the first level folder and the words in the menu textbox that are enclosed in dashes to derive the second level folders..
5. Only letters and numbers will be used to derive the content folders, not spaces or periods.
6. The presentation will be in directory c:\telabout and content in c:\telabout\content.
7. The network drive if used will be mapped to n:.
8. The server, if used, will be in the host file under the name "telabout".
9. The application name will

Sincerely,

Dave

---

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--

David Hench  
717 Rainier Ave

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d.hench@ieee.org (permanent email)  
[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)

---

**Engineering Estimates**

Wednesday, January 30, 2002 3:36 PM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

DR11-001Engineering Estimates.xls (22KB)

Dear Matt,

I have enclosed my engineering estimates for a staged program to produce a fully funtional TelAbout system.

Sincerely,  
Dave

—

David Hench  
717 Rainier Ave  
Orange, CA 92865  
714-974-2193 (work)  
714-998-2691 (home)  
d.hench@ieee.org (permanent email)  
[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)

Engineering Estimates for TelAbout Development					
Task	Engineering man weeks	Cost <sup>1</sup>	# People	Month(s)	Result
Demo & Server Experiments	3.0	6,000	1.0	0	PowerPoint Presentation with simulated receiver
Alpha system <sup>2</sup>					
Design Alpha test	4.0	12,000	1.5	1	Design document
Deliverable equipment		8,000			
Setup Alpha test system	8.0	24,000	1.5	2,3	Operational Alpha Test hardware and software
Totals For Alpha test system	12.0	44,000		3	test, revenue stream capable
<sup>2</sup> Alpha test is expected to use hand-held computer for receiver, a combination of local and network storage but no audio servers or location algorithms					
Beta <sup>3</sup> system (additional work from Alpha system)					
Develop/purchase network traffic monitor	2	4,000	1.0	4	Operations Manual for traffic monitor tests
Create network traffic model	3	6,000	1.0	4	Report on model
Perform network traffic experiments	3	6,000	1.0	5	Summary report
Perform network/local storage tradeoff	3	6,000	1.0	5	Design specification
Receiver location, algorithm development	4	8,000	1.0	5,6	Document Algorithm and Code
Initial database & GUI design & implementation	6	12,000	1.0	6	Working Software
Integrate Beta <sup>3</sup> system	8	32,000	2.0	7,8	Documented functional system
Deliverable Equipment		12,000			
Totals For Beta System	29	86,000		8	Fully functional system
<sup>3</sup> Beta System is assumed to still use hand held computers for receivers and be fully functional with optimum network operation but less than production level GUI's and databases					
continued on next page					

<sup>1</sup>Cost is computed at engineering labor at \$50/hour, 80% overhead, and 20% G&A (general and administrative)

(from last page) Post Beta Costs, Management, and Totals

Task	Engineering man weeks	Cost <sup>1</sup>	# People	Month(s)	Result
Receiver design tradeoffs	3	9,000	1.5	5	Design specification
Design receiver and prototype	12	24,000	1.0	6,7,8	Design and prototype
Design and Implement Production capable database & GUI's	12	48,000	2.0	9,10,11	Documented software
Interface with manufacturing company	6	12,000	1.0	9,11	Design specification
Manufacturing company costs		20,000			Receivers
Final Documentation	10	20,000	1.0	12	Documentation
Post Beta Costs	43	133,000			
Management & Production Assistance	20	40,000	1.0	1-12	
Equipment Rental		12,000			
Total Engineering Cost	104	321,000			

<sup>1</sup>Cost is computed at engineering labor at \$50/hour, 80% overhead, and 20% G&A (general and administrative

**RE: SCTVC & TelAbout**

Thursday, January 31, 2002 9:57 AM

From: "Larta - Thor Kendall" &lt;tkendall@larta.org&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

This will be acceptable. Please do not send your executive summary any later than the 8th as we need to start the internal process as soon as possible and will more than likely be reviewing applications that weekend.

Thor

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Wednesday, January 30, 2002 5:13 PM**To:** tkendall@larta.org**Subject:** SCTVC & TelAbout

Dear Thor,

I am sending this e-mail to follow-up on our recent phone conversation where our company, TelAbout, will register on-line for the SCTVC by this Friday, Feb. 1, 2002 and that we will submit our Executive Summary by next Friday, Feb. 8. If you could please e-mail me a confirmation that this is acceptable, I would appreciate it. Also as mentioned, we need to maintain confidentiality with TelAbout while our IP is being prepared. Thanks in advance.

Sincerely,

Matt O'Malley

(818) 344-1000

TelAbout

---

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**Engineering Plan**

Friday, February 1, 2002 10:27 AM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,

I am going to increase the estimates and also give you a plan in Microsoft project. You can have the estimates when you like, just give me a call.

I am going to change the estimates to be consistent with:

A systems/software engineer for 10 months out of 12.

A software engineer for 8 months out of 12

A hardware engineer for 6 months.

Part time management for 4 months

That is a total of 28 man months at \$100,000/year \*1.8\*1.2 \*28/12 = \$504,000 for labor.

Add \$32,000 for non overhead equipment during engineering phase. \$6,000 for the demo, and \$10,000 for travel which gives \$504,000 + \$32,000+\$6,000 +\$10,000= \$552,000.

As we discussed, this is engineering time. It does not include routine production, routine setup, manning booths, and negotiating for installation. Engineers will help setup where there are problems or the installation documentation is not clear. The manager will assist in coordinating production if not routine. The goal of engineering is to make setup and production routine.

Sincerely

David Hench

--

David Hench

717 Rainier Ave

Orange, CA 92865

714-974-2193 (work)

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[d\\_hench@ieee.org](mailto:d_hench@ieee.org) (permanent email)

[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)

**Wireless Crash Question?**

Friday, February 1, 2002 1:36 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: pbedell@megsinet.net

Dear Mr. Bedell,

I was hoping to quote a couple of figures mentioned in your book, but I wanted to double check something. On page 37, of "Wireless Crash Course", it reads, "As recently as 1995, this cost (the cost to build an entire base station) was around \$1,000,000.

And on page 64 it reads, "According to the FCC, there were 500,000 antenna structures nationwide as of January 1995.

In this case, is antenna structures the same as a base station? And if so, does that mean 500,000 structures times \$1 million each equal \$500 billion in base station and cellular antenna deployment in the US as 1995?

Your response would be greatly appreciated, as I will be making a presentation very soon - and by the way, my compliments on your book. I thought it was well written.

Sincerely,

Matt O'Malley

(818) 344-1000

---

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---



**Re: Exec Summary for SCTVF**

Saturday, February 2, 2002 3:56 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Jebb Dykstra" &lt;jadykstra@mediaone.net&gt;

Jebb,

No problem. I am sure you and Michelle have read your share of migraine articles, but I just grabbed my book of "Doctor's Home Remedies" wondering if it might share anything. Interestingly, it says that most migraines occur on the weekends or while people are on vacations, due to lack of adrenaline production which occurs during stress. It suggests trying to make the switch from full blown work to relaxation as gradual as possible with exercise or music. It also suggests magnesium since it is a muscle relaxer and to avoid nutrasweet. Apparently, there are a number of foods that can trigger attacks.

As far as forwarding you the current exec. summary, I need a little more time, but hopefully within the next couple of hours. In the meantime, if you have a digitized photo of yourself - I could use it. Any thoughts on Ken?

Later,

Matt

**Jebb Dykstra** <jadykstra@mediaone.net> wrote:

Matt,

Below is the short paragraph summary on Coax. Attached is the Presenting Company Fact Sheet presented by Coax. Neither of these doc's is proprietary, so it's not a problem to pass them along to you. This should provide us with a good starting point towards filling out the SCTVF app.

I apologize for my slow response today. My wife has migraines and Makenna has a fever and is throwing up. So I am the nurse. I am available to talk about any of this later this afternoon or early evening. Let me know what you want me to do. I can handle the suggestions you already mentioned. But before I start, I want to see what you have done so I can properly integrate my sections into your sections. I can be reached at 310-737-9218.

Sincerely,

Jebb Dykstra

COAX Corporation is developing a low cost, ultra-dense, multi-media communications computer platform to solve the network constraints found in cable. This platform infuses video (MPEG & analog), data (CMTS), voice (switched & VoIP), and interactive capabilities (demand programming, gaming, t-commerce) into unified hardware architecture. Applications are then activated via software. This platform will increase a cable company's revenue generating units while ultimately lowering the capital expense of delivering digital services by deferring the need to install fiber due to its improved data management and Quality of Service capabilities; by allowing multiple middleware applications to be deployed simultaneously due to its programmability; and by increasing competition within the set top box space due to its flexibility. With its modularity and scalability, this platform can be deployed as high-speed data translator / router in a headend, as a micro-headend in a hub, or as an intelligent node in the neighborhood. This platform is also the first in the world to be used simultaneously as a CMTS and digital headend and to be able

to convert IP streaming video to MPEG2 encapsulated video.

----- Original Message -----

**From:** Matt O'Malley

**To:** Jebb Dykstra

**Sent:** Saturday, February 02, 2002 11:23 AM

**Subject:** Exed. summary needs

Jebb,

Any thoughts on contacting Ken Gold today? I am hoping to send you a rough copy of the executive summary some time later today. There are a number of executive summary headings requested by the SCTVF's web outline that I could use your input on. From the LARTA web site:

1) Proprietary Position

2) Regulatory Issues

-I mention that TelAbout does not require FCC approval.

3) Accomplishments

4) Team History

5) Personnel Needs

-VP of Sales, VP of Marketing (Creation and Content Management), VP of Manufacturing, VP of Operations (On-site Installations and Customer Service), VP of Engineering

-Several important subordinate positions including: Software Engineer, Hardware Engineer, Office manager

6) Funds Required

-David has submitted an engineering budget of \$600k that I need to go through with him tomorrow and I will forward to you.

7) Revenue Growth

-Not applicable / right?

8) Past Investment and Financial History

-Not applicable / right?

9) Funding Stages Needed

10) Milestones

11) Financial Projections (3-5 years)

-I need to do redo the Trade Show projections

12) Exit Strategy

If you would be willing to share the COAX exec. summary from last year's SCTVF that would be a great help.

Thanks, Matt

---

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> ATTACHMENT part 2 application/msword name=Presenting Company Fact Sheet - COAX.doc

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Re: later

Sunday, February 3, 2002 1:20 PM

From: "Jebb Dykstra" <jadykstra@mediaone.net>

To: "Matt O'Malley" <mtoski@yahoo.com>

Matt,

Try going to <http://www.winzip.com/>. At that site, you'll find a free trial license to download to your computer. That program will allow you to compress and then send the large file to me. I will then open it in winzip, and that way, we can share large files back and forth.

Call with questions 310-737-9218 or 310-428-9218.

Sincerely,  
Jebb Dykstra

----- Original Message -----

**From:** Matt O'Malley

**To:** Jebb Dykstra

**Sent:** Sunday, February 03, 2002 7:08 AM

**Subject:** later

Jebb,

I am going to grab a couple hours of sleep. Hopefully, we can talk later. I will check my e-mail when I get up again. -m

---

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Thanks

Tuesday, February 5, 2002 10:55 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Paul Bedell" &lt;pbedell@megsinet.net&gt;

Paul,

Thanks so much for your thoughtful and timely response. It will surely help my efforts. We are currently woking on a new short range RF wireless appliance and I was trying to illustrate to potential investors, the significant difference between our potential build out costs and others before us - such as cellular.

Matt

**Paul Bedell** <pbedell@megsinet.net> wrote:

First Matt, thanks very much for the compliment on the book. I truly appreciate it.

Second, yes, antenna structures would be the same as base stations. I said "antenna structures" in the book because not every antenna structure will necessarily contain a tower as well. Many antenna structures (i.e. base stations) will be on rooftops, water tanks, etc. You get the idea.

Third, I would say that yes, you could use that calculation. I'll tell you why it's OK to use that calculation. Although the number of base stations now in operation in the U.S is surely much larger (800,000?), simultaneously the cost per base station has gone down quite a bit. BUT, that activity has happened since 1996, when the PCS players got into the game. So up to 1995, your info in the calculation would still be valid. I'd encourage you to also use some stats in the table in the "Commercial and Business Issues" chapter. There's a table in there with a lot of interesting statistics. Good luck.

Regards,

PB

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Friday, February 01, 2002 3:36 AM**To:** pbedell@megsinet.net**Subject:** Wireless Crash Question?

Dear Mr. Bedell,

I was hoping to quote a couple of figures mentioned in your book, but I wanted to double check something. On page 37, of "Wireless Crash Course", it reads, "As recently as 1995, this cost (the cost to build an entire base station) was around \$1,000,000.

And on page 64 it reads, "According to the FCC, there were 500,000 antenna structures nationwide as of January 1995.

In this case, is antenna structures the same as a base station? And if so, does that mean 500,000 structures times \$1 million each equal \$500 billion in base station and cellular antenna deployment in the US as 1995?

Your response would be greatly appreciated, as I will be making a presentation very soon - and by the way, my compliments on your book. I thought it was well written.

Sincerely,

Matt O'Malley

(818) 344-1000

---

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Re: SCTVF / Fwd: RE: Wireless Crash Question?

Tuesday, February 5, 2002 8:57 AM

From: "David Hensch" &lt;d\_hensch@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,  
 Congradulations, Looking forward to seeing it.  
 Sincerely,  
 Dave

Matt O'Malley wrote:

Hi All,

Well, in the immortal words of Barry Manilow - "looks like we made." Thanks to everyone's help, I was able deliver our 10-page TelAbout Executive Summary to the LARTA organization this evening. They will determine who will present at the Southern California Technology Venture Forum by the end of the month. The Forum itself takes place in April, will consist of 12 companies, and I believe, 200-300 venture capital types.

The attached/forwarded e-mail is an exchange that I had with a book author, Paul Bedell. Some of you might get a kick out of it.

Thanks again,  
 Matt

Note: forwarded message attached.

---

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---

**Subject:** RE: Wireless Crash Question?**Date:** Mon, 4 Feb 2002 20:37:04 -0600**From:** "Paul Bedell" <pbedell@megsinet.net>

**To:** "Matt O'Malley" <mtoski@yahoo.com> First Matt, thanks very much for the compliment on the book. I truly appreciate it. Second, yes, antenna structures would be the same as base stations. I said "antenna structures" in the book because not every antenna structure will necessarily contain a tower as well. Many antenna structures (i.e. base stations) will be on rooftops, water tanks, etc. You get the idea. Third, I would say that yes, you could use that calculation. I'll tell you why it's OK to use that calculation. Although the number of base stations now in operation in the U.S is surely much larger (800,000?), simultaneously the cost per base station has gone down quite a bit. BUT, that activity has happened since 1996, when the PCS players got into the game. So up to 1995, your info in the calculation would still be valid. I'd encourage you to also use some stats in the table in the "Commercial and Business Issues" chapter. There's a table in there with a lot of interesting statistics. Good luck. Regards,  
 PB

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Friday, February 01, 2002 3:36 AM**To:** pbedell@megsinet.net**Subject:** Wireless Crash Question?

Dear Mr. Bedell,

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double check something. On page 37, of "Wireless Crash Course", it reads, "As recently as 1995, this cost (the cost to build an entire base station) was around \$1,000,000.

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Your response would be greatly appreciated, as I will be making a presentation very soon - and by the way, my compliments on your book. I thought it was well written.

Sincerely,

Matt O'Malley  
(818) 344-1000

---

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--

David Hench  
717 Rainier Ave  
Orange, CA 92865  
714-974-2193 (work)  
714-998-2691 (home)  
d.hench@ieee.org (permanent email)  
[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)



Lunch?

Thursday, February 7, 2002 3:07 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Kenneth S. Gold" &lt;kgold@linkline.com&gt;

Ken,

"Written you off as a bad dream?" - quite the contrary - I was worried you had written me off. After we got together at your house Jan. 6th, and discussed - what would make the ultimate information desk/provider - I went home and spent several hours working up a detailed Excel spreadsheet and sent it over. When I never heard anything back - or from some of the other e-mails regarding the application process required for the Southern California Technology Venture Forum, I assumed you had written me off.

As of yet, we have not presented TelAbout, we simply applied to present at the SCTVF in April. The Executive Summary that I submitted does not give away any proprietary information. As far as forwarding you the latest e-mail, I truly wanted to thank you for what you have contributed and I was hoping you would want to participate. If you would like to get together for lunch today, Friday, or sometime Saturday, I would very much like that.

Matt

(818) 344-1000

**"Kenneth S. Gold" <kgold@linkline.com> wrote:**

Matt,

If you made a presentation of TelAbout, I would guess that you feel comfortable about the patent issue. I can only assume that you have made headway with Jebb and his patent friend. And since I haven't heard from you, I also assume that you have been "struggling along" without me. No smugness intended, but I'll bet you have written me off as a bad dream.

We can still talk.

Ken

Matt O'Malley wrote:

Hi All,

Well, in the immortal words of Barry Manilow - "looks like we made." Thanks to everyone's help, I was able deliver our 10-page TelAbout Executive Summary to the LARTA organization this evening. They will determine who will present at the Southern California Technology Venture Forum by the end of the month. The Forum itself takes place in April, will consist of 12 companies, and I believe, 200-300 venture capital types. The attached/forwarded e-mail is an exchange that I had with a book author, Paul Bedell. Some of you might get a kick out of it.

Thanks again,

Matt

Note: forwarded message attached.

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**Subject:** RE: Wireless Crash Question?**Date:** Mon, 4 Feb 2002 20:37:04 -0600**From:** "Paul Bedell" <pbedell@megsinet.net>

**To:** "Matt O'Malley" <mtoski@yahoo.com> First Matt, thanks very much for the compliment on the book. I truly appreciate it. Second, yes, antenna structures would be



the same as base stations. I said "antenna structures" in the book because not every antenna structure will necessarily contain a tower as well. Many antenna structures (i.e. base stations) will be on rooftops, water tanks, etc. You get the idea. Third, I would say that yes, you could use that calculation. I'll tell you why it's OK to use that calculation. Although the number of base stations now in operation in the U.S is surely much larger (800,000?), simultaneously the cost per base station has gone down quite a bit. BUT, that activity has happened since 1996, when the PCS players got into the game. So up to 1995, your info in the calculation would still be valid. I'd encourage you to also use some stats in the table in the "Commercial and Business Issues" chapter. There's a table in there with a lot of interesting statistics. Good luck. Regards,  
PB

---

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RE: TelAbout

Thursday, February 7, 2002 1:42 PM

From: "Paul Charchian" &lt;charch@fanball.com&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

I'm glad to hear that your Mom is okay!

I recall our conversation. It's great that you've been working on it all this time. I can safely say that Fanball is interested in providing fantasy sports news and games over the the TelAbout network. We should probably talk a little more about it. Sounds WAPesque, no?

Call sometime! 952-475-5064.

Paul

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Wednesday, February 06, 2002 2:32 AM

**To:** Paul Charchian

**Subject:** TelAbout

Paul,

Sorry for such a strange introduction to our TelAbout project. You may remember a conversation we had some time ago where I mentioned a project that I would like to share with you - and I have been meaning to call you for quite a while, but I figured you would be quite busy up and through the Super Bowl.

We are getting close to filing our IP and I am sure a road show to follow. But in brief terms, we are working on a breakthrough wireless information service that will allow people to obtain all sorts of wireless proximity-based information and content, including news, music, financial information, weather, sports (plus, I hope fantasy sports), among many other things. We just added an old friend and business associate of mine as a board of advisor, who currently is a senior vice-president with Reuters and at some point I hope to meet with the former CEO of E! Entertainment Television where I worked for 3 years. Of course, I immediately thought of you for sports content and expertise. Hopefully, we will have a secured web site running some time soon that will illustrate all of this much better. I realize this is still quite vague, but at the very least, I wanted to introduce you to the project and see if this might be of any interest to you.

Thanks for inquiring about my mother. She is doing well and I definitely will see her on my travels.

Matt

(818) 344-1000

**Paul Charchian** <charch@fanball.com> wrote:

Matt, I'm not really sure what this is about, but it's great to hear your name again.

Give me an update on your life!

How is Mom doing?

Paul

---

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LA group

Friday, February 8, 2002 4:32 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Paul Bedell" &lt;pbedell@megsinet.net&gt;

Yes, we are still in the early development/trade secret stage, but in basic terms - "We" are a small group in Los Angeles, including two engineers (plus consultants). I am the founder, but I am not an engineer. It is not Bluetooth, but it employs 802.11b. Do you happen to know of any engineers that are 802.11b experts/consultants, preferably in our area? Either way, yes, I would like to stay in touch and keep you posted.

Thanks- Matt

**Paul Bedell** <pbedell@megsinet.net> wrote:

Thanks. Who is "we" and what is your "wireless appliance"? Is it using Bluetooth? Let me know how it goes. I'd also understand if you don't want to answer my questions (i.e. "proprietary").

PB

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Wednesday, February 06, 2002 12:55 AM**To:** Paul Bedell**Subject:** Thanks

Paul,

Thanks so much for your thoughtful and timely response. It will surely help my efforts. We are currently working on a new short range RF wireless appliance and I was trying to illustrate to potential investors, the significant difference between our potential build out costs and others before us - such as cellular.

Matt

**Paul Bedell** <pbedell@megsinet.net> wrote:

First Matt, thanks very much for the compliment on the book. I truly appreciate it.

Second, yes, antenna structures would be the same as base stations. I said "antenna structures" in the book because not every antenna structure will necessarily contain a tower as well. Many antenna structures (i.e. base stations) will be on rooftops, water tanks, etc. You get the idea.

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Regards,  
PB

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Friday, February 01, 2002 3:36 AM  
**To:** pbedell@megsinet.net  
**Subject:** Wireless Crash Question?

Dear Mr. Bedell,

I was hoping to quote a couple of figures mentioned in your book, but I wanted to double check something. On page 37, of "Wireless Crash Course", it reads, "As recently as 1995, this cost (the cost to build an entire base station) was around \$1,000,000. And on page 64 it reads, "According to the FCC, there were 500,000 antenna structures nationwide as of January 1995. In this case, is antenna structures the same as a base station? And if so, does that mean 500,000 structures times \$1 million each equal \$500 billion in base station and cellular antenna deployment in the US as 1995?

Your response would be greatly appreciated, as I will be making a presentation very soon - and by the way, my compliments on your book. I thought it was well written.

Sincerely,  
Matt O'Malley  
(818) 344-1000

---

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**3 pm Today -Your Place or Mine?**

Sunday, February 10, 2002 1:50 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "David Hench" &lt;d\_hench@pacbell.net&gt;

David,

I am able to quite simply turn my computer in to a single monitor setup (takes less than a minute) - So you tell me where and when you would like to meet (my place or yours). One thing I would like to get done while we are together, is an updated drawing on how the system will work/flow (i.e. the drawing I tried to do that is missing information in the upper right corner). This will help me try get the intellectual property moving. If I am coming to your home, do you need me to bring anything? And how about some rough directions? I will probably work 'til 4 am, so either way, a little later in the afternoon is preferable.

Thanks

Matt

(818) 344-1000

---

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**Work on Block Diagram**

Monday, February 11, 2002 10:29 AM

From: "David Hench" <d\_hench@pacbell.net>

To: "Matt O'Malley" <mtoski@yahoo.com>

Matt,

I can't start on block diagram until 1:30 this afternoon. Will you be around?

Sincerely,  
Dave

--

David Hench  
717 Rainier Ave  
Orange, CA 92865  
714-974-2193 (work)  
714-998-2691 (home)  
[d\\_hench@ieee.org](mailto:d_hench@ieee.org) (permanent email)  
[http://home.pacbell.net/d\\_hench](http://home.pacbell.net/d_hench) (web)



RE: block diagram

Tuesday, February 12, 2002 9:12 AM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,

Will review and get back with you. I will try your method of going between Illustrator and PowerPoint. Hopefully, I can now make changes in a more complete manner. I assume you were able to open and read the notes on the drawing and not just the text and markup in pdf format. Clicking on the yellow notes expands them so you can read my comments.

After sleeping on it I recommend you use two block diagrams. Both of these diagrams would use the current format, cleaned up. The main diagram would be a generic one, all references to NT, Linux, Real Networks would be replaced. The other would be an implementation diagram with the NT, etc reinstated.

I am still missing your two fonts.

My old computer still comes up in VGA format and I have a VGA monitor. Luckily the network still works. So I am moving Internet etc. to the Demo2 computer.

Sincerely,  
Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Monday, February 11, 2002 11:10 PM**To:** David Hench**Subject:** Re: block diagram

Dave,

Was the file you sent just a test? - because the drawing is still missing many elements (i.e. the data/audio flow near the databased marked with "X sec" and won't their be databases on-site?). I would suggest rather than export Adobe Illustrator files as "Enhanced Meta Files", save them as "Encapsulated Post Script" files in Version 7 (not version 8). HOW TO: From Adobe Illustrator, click on 'file', then 'save as' (not export). At the bottom of the dialog box is 'Save as type' chose "Illustrator EPS" (vs. Illustrator or Acrobat PDF) then click on 'save'. A pop up window will come up, asking what EPS format or 'Compatibility' version you want to save the file under - pick '7.0', because our older version of Powerpoint that we are currently using does not recognize Adobe Illustrator version 8.0. Leave the other menu items in tact. Go to Powerpoint and insert file the same as before, but this time chose "encapsulated post script" not "enhanced meta file" and the fonts should look much better. Please give me your feedback.

Note - I also changed the receiver buttons and I may change the Powerpoint background, but I am working on the financial section now. How are your monitors doing, let me know if you need one.

Good luck,

Matt

**David Hench** <d\_hench@pacbell.net> wrote:

Dear Matt,



Some suggestions. See if this is a good way to work together. Just click on the notes.

Sincerely,

Dave

> ATTACHMENT part 2 application/pdf name=Flow-chart-02i.pdf

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**Re: Patents / Stefanie & Later?**

Tuesday, February 12, 2002 6:37 AM

From: "Jebb Dykstra" &lt;jadykstra@mediaone.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Matt,

I am at a breakfast meeting from 7-8 AM. Thereafter, when you get up, let's get cracking. I would like to review your work on the financials and shortening the executive summary. I would like to take a crack at the exec summary.

Jebb Dykstra

----- Original Message -----

**From:** Matt O'Malley**To:** Jebb Dykstra**Sent:** Tuesday, February 12, 2002 4:24 AM**Subject:** Patents / Stefanie & Later?

Jebb - I am just wrapping up for night. I have been working on some diagrams that I needed to send back to Dave, but I spent most of the night working on the financial section. I hope we can hook up later, I will check my e-mail when I get up. Let me know your thoughts on our patent protection and if you need anything from me before talking to Stefanie Chao. - Matt

---

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fonts

Tuesday, February 12, 2002 12:26 PM

From: "Matt O'Malley" <mtoski@yahoo.com>  
 To: "David Hench" <d\_hench@pacbell.net>  
 02-0212aFonts.ZIP (86KB), vfont.exe (38KB)

David,

Yes, I was able to view the notes. Some notes I wasn't sure about. Also, I would rather not use Times New Roman in Powerpoint. It is great for Business Plans and large bodies of printed text, but not for graphics. Do you have Arial Black, Aurora BDCn BT, Compacta Blk BT, Franklin Gothic ITC Hv BT, Futura XBlk BT (not Futura Black BT), Impacta, Incised 901 Ct BT, Swis 721 Blk BT, or Swiss 921 BT? I have attached a program called VFONT.exe, which lets you view the fonts in a WYSIWYG display. If we need to pick a font now - let me know, otherwise I hope to work on the Powerpoint more this weekend.

Also, I have zipped and attached Vag Rounded BT (which is the TelAbout logo font) and Orbit-B BT (which is the computer display looking font on the TelAbout Receiver / I would like to change this font at some point, but it is currently the best I could find). VGA mode - is the problem with your monitor or with your computer?

Matt

**David Hench <d\_hench@pacbell.net> wrote:**

Dear Matt,

Will review and get back with you. I will try your method of going between Illustrator and PowerPoint. Hopefully, I can now make changes in a more complete manner. I assume you were able to open and read the notes on the drawing and not just the text and markup in pdf format. Clicking on the yellow notes expands them so you can read my comments.

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I am still missing your two fonts.

My old computer still comes up in VGA format and I have a VGA monitor. Luckily the network still works. So I am moving Internet etc. to the Demo2 computer.

Sincerely,  
 Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]  
**Sent:** Monday, February 11, 2002 11:10 PM  
**To:** David Hench  
**Subject:** Re: block diagram

Dave,

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Good luck,

Matt

**David Hench** <d\_hench@pacbell.net> wrote:

Dear Matt,

Some suggestions. See if this is a good way to work together. Just click on the notes.

Sincerely,

Dave

> ATTACHMENT part 2 application/pdf name=Flow-chart-02l.pdf

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**Accounting Help**

Tuesday, February 12, 2002 5:55 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Mark DeGrush" &lt;mdegrush@saltercpa.com&gt;

Mark,

Sorry I am writing you for help when you are probably quite busy, but I am running low on time and could use your expertise. I am currently working on our 5 year projections and a cash flow analysis for my start-up "TelAbout" and I would like to know where I should place "large equipment purchases, equipment leases, equipment for R&D"? I assume leased equipment can just go as a listed item under my operating expenses and the purchased equipment must be put on a depreciation schedule, but do I also place the equipment purchased under Operating Expenses?

When calculating the gross margin, should I include only the COS or the COS and the direct sales commissions. The majority of our inventory is rented to the public (only about 10% is actually purchased), so currently there is a relatively low COS. Do you use standard percentages when it comes to accounting for Bad Debt and Credit Card Fees? I used 1% for each since we are talking relatively large revenues, starting at \$1 million year 1 growing to \$60 million year 5.

Boy isn't this fun, I have been averaging about 4 hours of sleep per night since November. I hate to admit it, but I actually have a couple of other questions, so if you could give me a call I would greatly appreciate it - no matter how late. I am meeting with my attorney tomorrow and then I am attending a seminar on Thursday entitled: "Presenting to VCs", where I will definitely need to know some of these things in advance.

Thanks,

Matt O'Malley  
(818) 344-1000 home  
(818) 554-8007 cell

---

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**Re: Block Diagram**

Tuesday, February 12, 2002 11:43 AM

From: "David Hensch" &lt;d\_hensch@pacbell.net&gt;

To: "Matt O'Mallory" &lt;mtoeski@yahoo.com&gt;

Flow-chart\_02x2.pdf (98KB)

Dear Matt,

Here is markup for updated block diagram. I moved your eps file into Powerpoint. I had to scale it some since you went to the absolute margins. I can only overlay the image with PowerPoint objects since the eps version does not change into a PowerPoint drawing like a WMF version would. The eps version doesn't really look vector.

I have just marked the file and you will have to change. It is again a pdf file.

I have gotten Internet, new mail, and printer working on Demo2 machine. Another monitor isn't necessary yet, since I am not going to redo the operating system on my old machine until I have a work around for everything.

Sincerely,  
Dave



**Rough Agenda**

Tuesday, February 12, 2002 1:46 PM

From: "Jebb Dykstra" <jebb@techsectorlaw.com>

To: "Matt O'Malley" <mtoski@yahoo.com>

Matt,

Here is my first stab at a rough agenda:

- (1) work out final contract issues b/t MO & JD
- (2) cut down exec summ down to 2-pages
- (3) intro phone to call to MK re patent possibilities
- (4) discuss and review financials

Matt -- please feel free to add more points to discuss.

Sincerely,  
Jebb Dykstra

**Hello & TelAbout**

Friday, February 15, 2002 2:48 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Ed Gray" &lt;edgray@attglobal.net&gt;

02-0215a-Flow1.ai.pdf (459KB)

Ed,

Sorry for the late acknowledgment, but thank you so much for your Christmas Card. The truth is I did not go home for the holidays and I really haven't done anything but work on TelAbout (and my day job) for the past year. Ah, the joys of developing a start-up.

Please find attached a diagram for TelAbout (452 kb Acrobat 3.0 pdf, originally created in Adobe Illustrator).

This co-invention was done with an engineering consultant with whom I have an IP Assignment Agreement. I realize we will need to update our 'prior art' search and that you would likely need additional drawings, but I am hoping to get your current assessment as to:

- 1) whether this diagram meets the ability to reduce to practice,
- 2) what other drawings you would need,
- 3) what is your current availability and what's the quickest we could file, and
- 4) your approximate cost for doing an updated search and the patent filing.

I realize that is a mouthful, but I am somewhat pressed for time - as I am hoping to meet with a number of investors, but I really can't do anything without having filed first. I will try to touch base with you before noon - in case you have any questions, but I can already see this is going to be another work 'til 5 am night. So otherwise, I will have to reach you later today after my lunch meeting. Thanks in advance.

Sincerely,

Matt O'Malley

(818) 344-1000

---

**Do You Yahoo!?**Got something to say? Say it better with [Yahoo! Video Mail](#)



**lunch?**

Saturday, February 16, 2002 10:25 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: connect2kk@aol.com

Kimberly,

I enjoyed meeting you at the LARTA session on Thursday and I hope we can get together sometime later this month or early next. I recall you saying you were quite busy for the next two weeks. I am headed to Salt Lake City myself, to help produce the Special Olympics on March 6th or 7th and won't be back until the 20th. So, if we are not able to meet before I leave, let's try after. A reminder, I was the one who mentioned the in-store music listening stations.

Sincerely,

Matt O'Malley

(818) 344-1000

---

**Do You Yahoo!?**[Yahoo! Sports](#) - Coverage of the 2002 Olympic Games

---

**802.11b at CES 2000**

Monday, February 18, 2002 1:40 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Kenneth S. Gold" &lt;kgold@linkline.com&gt;

80211b1.doc (110KB)

If you want, here is the transcript from an IEEE 802.11b meeting from CES 2000. Yes it is already 2 years old, but they didn't meet at this year's CES. Also as I mentioned, whom ever typed these transcripts was either not paying attention or was not very technically saavy.

**"Kenneth S. Gold" <kgold@linkline.com>** wrote:

|

---

**Do You Yahoo!?**[Yahoo! Sports](#) - Coverage of the 2002 Olympic Games

---



RE: Lunch 12:30 PM / Monday

Monday, February 18, 2002 8:02 PM

From: "mtoski@yahoo.com" &lt;mtoski@yahoo.com&gt;

To: EliEisenberg@StraightLineMgt.com

Eli,

Thanks for taking the time to meet with me today, it's a good thing neither of us received a parking ticket. I can't believe I had never heard of the Fish Grill before - I enjoyed their food.

Attached please find our TelAbout NDA and my fax number. Also, I would like to learn more about the Central Coast Venture Forum. I hope your allergies are subsiding, tomorrow I am going to have to get my back looked at.

Sincerely,

Matt O'Malley

TelAbout

P (818) 344-1000

F (818) 345-5775

**Eli Eisenberg** <elieisen@pacbell.net> wrote:

I will be there. Thank you for confirming.

Eli

Eli Eisenberg

Straight Line Management

"Creating Success"

5617 High Peak Place

Suite 200

Agoura Hills, CA 91301

Ph: (818) 706-0504 Fax: (818) 706-8437 Cell: (818) 681-0030

EliEisenberg@StraightLineMgt.com

[www.StraightLineMgt.com](http://www.StraightLineMgt.com)

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Saturday, February 16, 2002 10:15 PM**To:** elieisenberg@straightlinemgt.com**Subject:** Lunch 12:30 PM / Monday

Eli,

I wanted to confirm our lunch date at the Fish Grill on Ventura Blvd. in Sherman Oaks, this Monday, at 12:30 PM. I have visited your web site and I look forward to seeing you there.

Sincerely,

Matt O'Malley

(818) 344-1000

---

**Do You Yahoo!?**[Yahoo! Sports](#) - Coverage of the 2002 Olympic Games



received your voicemail

Tuesday, February 19, 2002 2:38 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: "Ed Gray" <edgray@attglobal.net>

Ed,

I am sorry to hear about your need for emergency eye surgery. I hope everything is okay and that your appointment with your doctor goes well tomorrow.

Get well soon,

Matt

---

**Do You Yahoo!?**

[Yahoo! Sports](#) - Coverage of the 2002 Olympic Games

---

**Presentation**

Wednesday, February 20, 2002 9:48 AM

From: "David Hensch" &lt;d\_hensch@pacbell.net&gt;

To: "Matt O'Mallory" &lt;mtoeski@yahoo.com&gt;

Dear Matt,

Are we to the point that we can specify and complete a presentation? That would include:

- 1) Joint Illustrator/ PowerPoint creation of slides with agreed fonts and backgrounds.
- 2) A laptop.
- 3) Smooth navigation of the slide using the techniques that have been developed with bugs fixed.
- 4) Fast as possible response from the simulated transceiver.
- 5) An agreed upon directory structure for clips (we might just put everything in c:\program files ).
- 6) The new simulated transceiver we agreed upon.
- 7) Discovery of metadata from the clips via Visual Basic software.

If so I will start a specification.

Sincerely,

Dave

**RE: Presentation**

Thursday, February 21, 2002 8:38 AM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Matt,

Very good. Is this done in Illustrator and how do you do your 3 dimensional drawings?  
Can I have a non-PDF copy?

How does the menu of "Current" ..etc work? Do the upper and central displays change if a different menu item is chosen? I do not understand A, B, C, and D buttons. Rewind, play, stop etc. look like a good idea. What does record mean?

Does + and - scroll the menu? How are numbers and letters entered or scrolled?

With this concept, perhaps we should abandon the idea of a movable Visual Basic dialog box for the demonstration and use this drawing on all slides. In this case the displays can be rotated and functional. Buttons can work (but only in full screen slide display mode). And the 3 dimensional aspect can be retained. Then an "environment" or "client" slide could have a full-sized transceiver (and other art) with buttons for slide navigation.

Sincerely,  
Dave

[David Hench] : Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Wednesday, February 20, 2002 11:57 AM**To:** David Hench**Subject:** Re: Presentation

I would like to go through these so I understand them correctly. Attached is a revised TelAbout "TO-U" (TelAbout's Operating Unit) or end-user transceiver unit.

**David Hench** <d\_hench@pacbell.net> wrote:

Dear Matt,

Are we to the point that we can specify and complete a presentation? That would include:

- 1) Joint Illustrator/ PowerPoint creation of slides with agreed fonts and backgrounds.
- 2) A laptop.
- 3) Smooth navigation of the slide using the techniques that have been developed with bugs fixed.
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- 6) The new simulated transceiver we agreed upon.
- 7) Discovery of metadata from the clips via Visual Basic software.

If so I will start a specification.

Sincerely,  
Dave

---

**Do You Yahoo!?**

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---

**Abstract**

Thursday, February 21, 2002 9:53 AM

From: "David Hensch" <d\_hensch@pacbell.net>  
To: "Matt O'Mallory" <mtooski@yahoo.com>

Matt,

It seems to me that your abstract doesn't lead a person, who is being introduced to TelAbout, into the TelAbout concept but is a bit general description of two-way information transfer. You need to start off in the first part, i.e. Abstract, telling them it is primarily an audio information system with displayed metadata and carefully selected feedback of requests for information. I didn't get that information until the TelAbout Operating Unit discussion.

Sincerely,  
Dave



**Demonstration**

Thursday, February 21, 2002 10:35 AM

From: "David Hensch" &lt;d\_hensch@pacbell.net&gt;

To: "Matt O'Mallory" &lt;mtoski@yahoo.com&gt;

Dear Matt,

What I believe we have agreed on so far in terms of demonstration is:

1. There will be "environment" slides and "client" slides following the "Conclusions" slide.
2. A slide is determined to be an environment slide if it has the word "TelAbout" and the name of the environment in its title, e.g. for environment "Trade Show" title might be "TelAbout at a Trade Show".
3. The name of the client will be in a Text Box on the environment slide and if the simulated transceiver is a dialog box the nearest client will be selected. Clips are played from this client. e.g. for Client "Real Networks" there will be a Textbox "-Real Networks-" on the environment slide and a slide with a title such as "Real Networks Booth" following the
4. A slide for each client will be generated and will follow the environment slide.
5. There will be a "Content" directory, e.g. c:\...\content where ... will be filled in later but is expected to be in Program Files directory.
6. Each environment will have a subdirectory of the content directory with a name generated by removing everything but letters and numbers from the environment name and making it lower case, e.g. for environment "Trade Show" c:\...\content\tradeshow.
7. Each client will have an subdirectory of the environment with a name found by removing every thing but letters and numbers from the client name, e.g. c:\...\content\tradeshow\realnetworks.
8. Clips in the client subdirectories will be labeled a1.rm,... .
9. The software will get title and description that is recorded when the clip is made from the clips in the appropriate subdirectory and display them during scrolling of the transceiver.

Sincerely,  
Dave



RE: LARTA Session

Thursday, February 21, 2002 7:10 PM

From: "Greg Bonfiglio" &lt;greg@anthemvp.com&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Matt

You're welcome. I enjoyed making the presentation.

Gregory A. Bonfiglio  
Anthem Venture Partners  
(310) 899-6225 (w)  
(310) 899-6234 (fax)  
(650) 279-0042 (Cell)

[greg@anthemvp.com](mailto:greg@anthemvp.com) <<mailto:greg@anthemvp.com>>

THIS MESSAGE CONTAINS INFORMATION THAT MAY BE CONFIDENTIAL AND PRIVILEGED. UNLESS YOU ARE THE ADDRESSEE YOU MAY NOT USE, COPY OR DISCLOSE THE MESSAGE OR ANY INFORMATION CONTAINED IN THE MESSAGE. IF YOU HAVE RECEIVED THE MESSAGE IN ERROR, PLEASE ADVISE ME BY REPLY E-MAIL AT [greg@anthemvp.com](mailto:greg@anthemvp.com), AND DELETE THE MESSAGE. THANK YOU.

-----Original Message-----

From: Matt O'Malley [<mailto:mtoski@yahoo.com>]

Sent: Saturday, February 16, 2002 10:34 PM

To: Greg Bonfiglio

Subject: LARTA Session

Greg,

I just wanted to say thanks for taking the time to come to LARTA. I truly enjoyed your presentation.

Matt O'Malley

TelAbout

Proximity-Based Information &amp; Networks

(818) 344-1000

Do You Yahoo!?

Yahoo! Sports <<http://sports.yahoo.com/oly>> - Coverage of the 2002 Olympic Games



RE: Presentation

Thursday, February 21, 2002 10:40 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "David Hench" &lt;d\_hench@pacbell.net&gt;

Dave

I am glad to hear you liked the TO-U illustration. I at a meeting in Santa Monica, but I will call you later and explain the idea behind the buttons and display. Yes, I can get you the file in Adobe Illustrator where it was created.

Talk to you later,

Matt

**David Hench** <d\_hench@pacbell.net> wrote:

Matt,

Very good. Is this done in Illustrator and how do you do your 3 dimensional drawings?  
Can I have a non-PDF copy?

How does the menu of "Current" .etc work? Do the upper and central displays change if a different menu item is chosen? I do not understand A, B, C, and D buttons. Rewind, play, stop etc. look like a good idea. What does record mean?

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With this concept, perhaps we should abandon the idea of a movable Visual Basic dialog box for the demonstration and use this drawing on all slides. In this case the displays can be rotated and functional. Buttons can work

(but only in full screen slide display mode). And the 3 dimensional aspect can be retained. Then an "environment" or "client" slide could have a full-sized transceiver (and other art) with buttons for slide navigation.

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Dave

[David Hench] : Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Wednesday, February 20, 2002 11:57 AM**To:** David Hench**Subject:** Re: Presentation

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Dear Matt,

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- 3) Smooth navigation of the slide using the techniques that have been

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- 4) Fast as possible response from the simulated transceiver.
- 5) An agreed upon directory structure for clips (we might just put everything in c:\program files ).
- 6) The new simulated transceiver we agreed upon.
- 7) Discovery of metadata from the clips via Visual Basic software.

If so I will start a specification.

Sincerely,  
Dave

---

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---

**Do You Yahoo!?**

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---



Inside ConvCtr

Thursday, February 21, 2002 6:14 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: "David Hench" <d\_hench@pacbell.net>

02-0221a-TradeShows2.jpg (141KB)

Inside ConvCtr

---

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**Trade-Shows**

Thursday, February 21, 2002 5:37 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: "David Hench" <d\_hench@pacbell.net>

02-0221a-TradeShows1.jpg (123KB)

Attachment Test / Idea

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**Do You Yahoo!?**

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**REGISTRATION HELP**

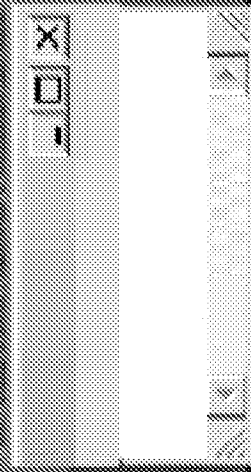
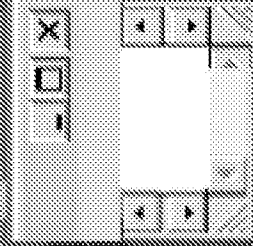
**CONFERENCES & MEETINGS**

**ON-SITE SERVICES**

**BOOTH LOCATOR**

**LOCATORS & HELP**

**NEWS & ENTERTAINMENT**



**CONFERENCES & MEETINGS**

**AOL-TIME WARNER**

**SUN MICROSYSTEMS**

**MICROSOFT**

**APPLE**

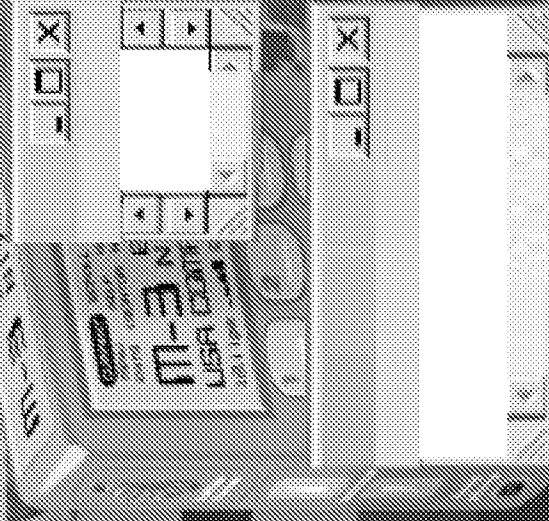
**LOCATORS & HELP**

**NEWS & ENTERTAINMENT**

**FOOD SERVICES**

**BOOTH LOCATOR**

**ON-SITE SERVICES**







## RE: Potential Patent Work

Thursday, February 21, 2002 9:33 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Kang, Peter" &lt;pkang@skjerven.com&gt;

Peter,

Thanks, I will take a look - Matt

**"Kang, Peter"** <pkang@skjerven.com> wrote:

> Hi Matt (again) -  
>  
> The e-mail I just sent you got chopped up somehow by our computer  
> system, so it was missing some text from the middle and end. My partner  
> Tom Chen noticed and alerted me, so I am re-sending the complete e-mail to  
> you.  
>  
> It was great talking with you last week. I hope we can work  
> together on TelAbout's intellectual property and legal issues.  
>  
> I have compiled a list of sample patents which were written by  
> attorneys here, where the technology involves both electrical  
> system/hardware or software/user interfaces. You can access full text  
> copies of the patents through the U.S. PTO's website at  
> <http://www.uspto.gov/> (you probably already know how to use the PTO  
> website's search functions, but if you need any help, please let me know).  
>  
> I got sample patents from two of my partners, Phil Woo (who is head  
> of our patent practice here in our San Francisco office and works a lot  
> with our Newport Beach office) and Tom Chen (who is a patent partner in  
> our Newport Beach office). Both Phil and Tom are experienced patent  
> attorneys who work with our electrical engineering clients.  
>  
> You can get more info about Tom and Phil's backgrounds through our  
> website at [www.skjerven.com](http://www.skjerven.com).  
>  
> Tom's sample patents are:  
>  
> U.S. Patent No. 6,263,128 directed to wavelength division  
> multiplexing and optical couplers, which he wrote for our client  
> WaveSplitter;  
> U.S. Patent No. 6,288,937 directed to PLDs and routing, which he  
> wrote for our client Lattice;  
> U.S. Patent No. 6,127,863 directed to digital circuit design, which  
> he wrote for our client Cisco; and  
> U.S. Patent No. 5,991,531 directed to microprocessors, which he  
> wrote for our client Samsung.  
>  
> In addition to these patents which Tom wrote, I am also including a  
> software/user interface patent which was written by Janaki Komanduri, who  
> is an associate in our Newport Beach office who is supervised by Tom:  
>  
> < >

>  
> My partner Phil Woo's sample patents are:  
>  
> U.S. Patent No. 6,163,794, which is software related;  
> U.S. Patent No. 6,324,062, which is related to electrical systems;  
> and  
> U.S. Patent No. 6,276,777, which is also related to electrical  
> systems.  
>  
> I hope this provides you with the information you need. I hope you  
> choose to work with us on TelAbout's IP needs. I would be happy to  
> discuss your needs and IP strategy further, and how we can help TelAbout  
> achieve its strategic goals in a cost effective manner.  
>  
> I look forward to hearing from you soon.  
>  
> Best regards,  
>  
> - Peter  
>  
>  
>  
> ~~~~~  
> Peter H. Kang, Esq.  
> Skjerven Morrill MacPherson  
> 3 Embarcadero Center, 28th Floor  
> SF, CA 94111  
> tel.: (415) 217-6000  
> fax: (415) 434-0646 (fax)  
> e-mail: pkang@skjerven.com  
> website: www.skjerven.com  
>

\*\*\*\*\*  
Warning: The information contained in this electronic mail message is intended only for the personal and confidential use of the designated recipient(s) named above. This message may be an attorney-client communication, may be protected by the work product doctrine, and may be subject to a protective order. As such, this message is privileged and confidential. If the reader of this message is not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this message in error and that any review, dissemination, distribution, or copying of this message is strictly prohibited. If you have received this communication in error, please notify us immediately by telephone and e-mail and destroy any and all copies of this message in your possession (whether hard copies or electronically stored copies).  
\*\*\*\*\* > ATTACHMENT part 2  
application/octet-stream name=US5657050.pdf

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**Do You Yahoo!?**

[Yahoo! Sports](#) - Coverage of the 2002 Olympic Games

**Demonstration**

Thursday, February 21, 2002 10:35 AM

From: "David Hensch" &lt;d\_hensch@pacbell.net&gt;

To: "Matt O'Mallory" &lt;mtoeski@yahoo.com&gt;

Dear Matt,

What I believe we have agreed on so far in terms of demonstration is:

1. There will be "environment" slides and "client" slides following the "Conclusions" slide.
2. A slide is determined to be an environment slide if it has the word "TelAbout" and the name of the environment in its title, e.g. for environment "Trade Show" title might be "TelAbout at a Trade Show".
3. The name of the client will be in a Text Box on the environment slide and if the simulated transceiver is a dialog box the nearest client will be selected. Clips are played from this client, e.g. for Client "Real Networks" there will be a Textbox "-Real Networks-" on the environment slide and a slide with a title such as "Real Networks Booth" following the
4. A slide for each client will be generated and will follow the environment slide.
5. There will be a "Content" directory, e.g. c:\...\content where ... will be filled in later but is expected to be in Program Files directory.
6. Each environment will have a subdirectory of the content directory with a name generated by removing everything but letters and numbers from the environment name and making it lower case, e.g. for environment "Trade Show" c:\...\content\tradeshow.
7. Each client will have an subdirectory of the environment with a name found by removing every thing but letters and numbers from the client name, e.g. c:\...\content\tradeshow\realnetworks.
8. Clips in the client subdirectories will be labeled a1.rm,... .
9. The software will get title and description that is recorded when the clip is made from the clips in the appropriate subdirectory and display them during scrolling of the transceiver.

Sincerely,  
Dave



presentation concept

Friday, February 22, 2002 9:51 AM

From: "David Hensch" <d\_hensch@pacbell.net>

To: "Matt O'Mallory" <mtooski@yahoo.com>

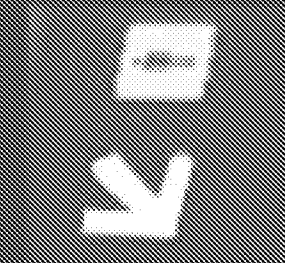
02-0222aDH-TO-U.pdf (111KB)

Dear Matt,

How about this approach. Activating simulation would make slide look like second slide in this group.

Sincerely,  
Dave

# A-0 > L-0: LOCATORS & HELP



b-0

c-0

d-0

e-0

f-0

g-0

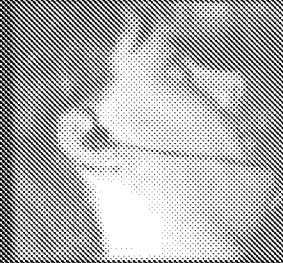
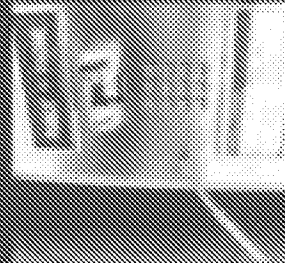
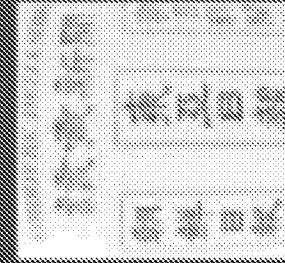
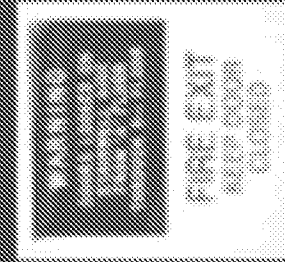
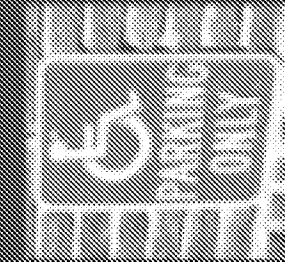
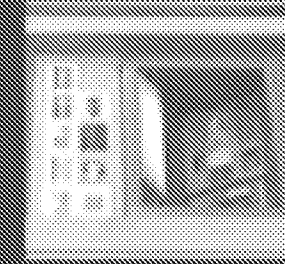
BATHROOMS CASH MACH.

DISABILITY

EXIT INFO

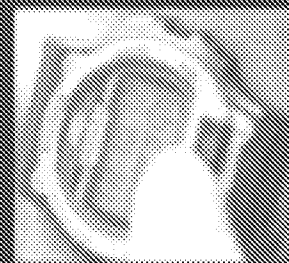
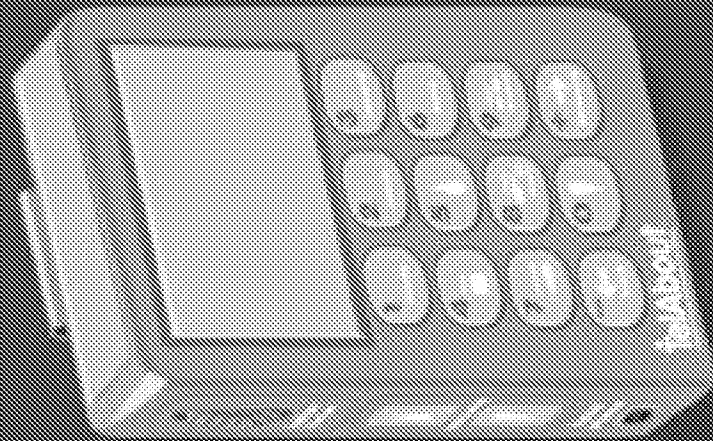
FOREIGN

PAYPHONE



A-0

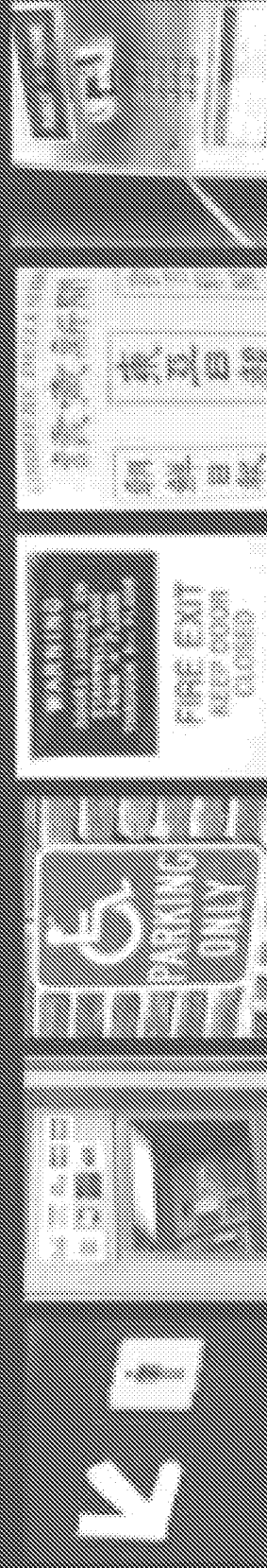
HELP MENU



h-0

STORE HAS

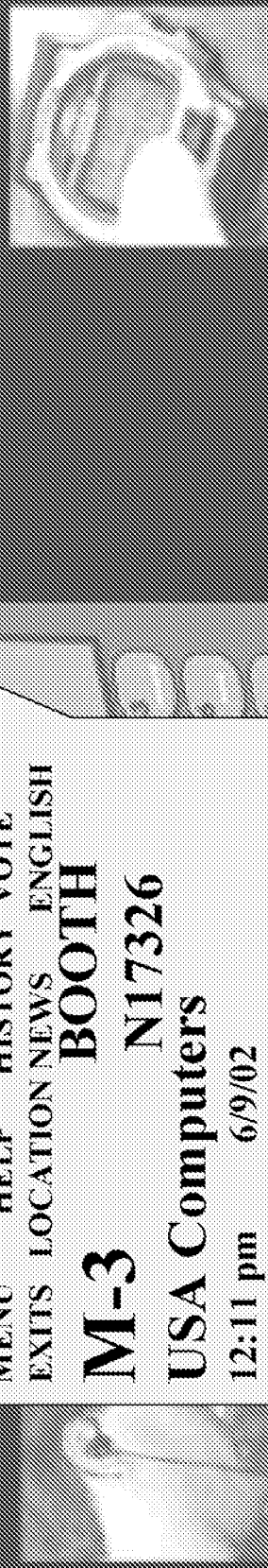
# A-0 > L-0: LOCATORS & HELP



b-0 BATHROOMS CASH BACK d-0 DISABILITY e-0 EXIT INFO f-0 FOREIGN g-0 PAYPHONE

**M-3**  
USA PC  
N17326

**M-3**  
USA Computers  
12:11 pm 6/9/02



A-0 HELP MEN h-0 STORE HAS

*Replace with moveable  
Buttons only Dialog Box*



Re: presentation concept

Friday, February 22, 2002 12:54 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: "David Hench" <d\_hench@pacbell.net>  
transistor.zip (14KB)

Yes, with some minor changes. I have attached a font that I would like to use for the TO-U display called Transistor, instead of the old font Orbit.

**David Hench** <d\_hench@pacbell.net> wrote:

Dear Matt,

How about this approach. Activating simulation would make slide look like second slide in this group.

Sincerely,

Dave

> ATTACHMENT part 2 application/pdf name=02-0222aDH-TO-U.pdf

---

**Do You Yahoo!?**

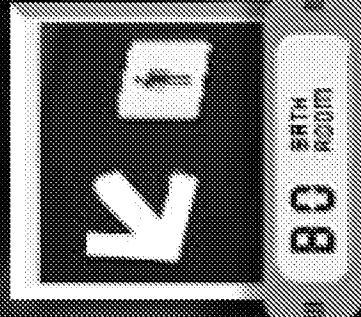
[Yahoo! Sports](#) - Coverage of the 2002 Olympic Games

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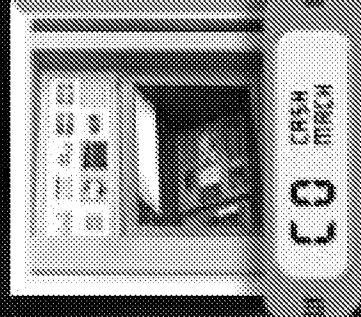
# A-0 ↔ I-0: LOCATORS & HELP



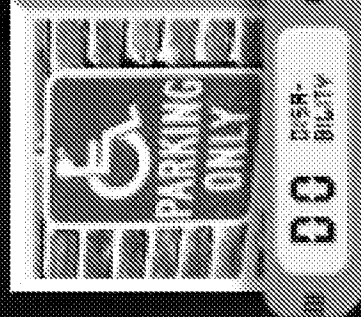
A-0  
HELP  
MENU



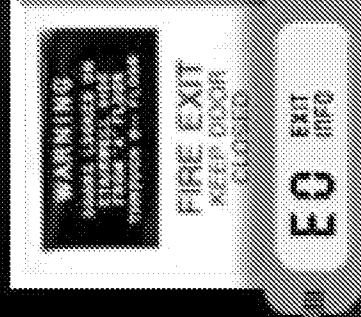
B-0  
BIRTH  
ROOM



C-0  
CRASH  
ROOM



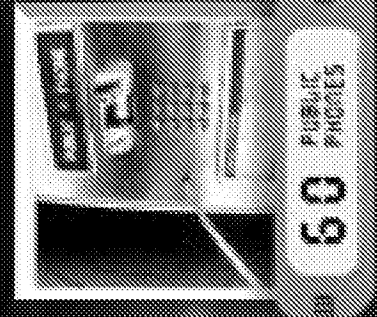
D-0  
DIS-  
ABILITY



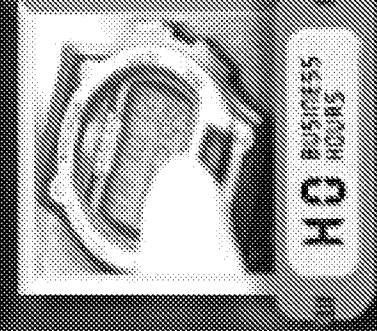
E-0  
FIRE EXIT  
KEEP DOOR  
CLOSED



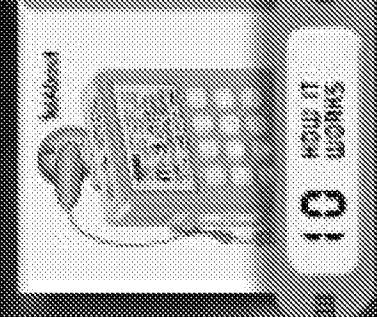
F-0  
FOREIGN  
HELP



G-0  
PUBLIC  
PHONES



H-0  
BUSINESS  
HOURS



I-0  
HOW IT  
WORKS

M-3

USA PC

877326

CURRENT

SCROLL

DETAILS

SAVE

MENU

HELP

HISTORY

VOTE

EXITS

LOCATION

NEWS

ENGLISH

M-3

BOOTH

877326

USA COMPUTERS

12:11 PM

6/9/02

*Replace with moveable  
Buttons only Dialog Box*





TO-U

Friday, February 22, 2002 5:07 PM

From: "David Hensch" <d\_hensch@pacbell.net>

To: "Matt O'Mallory" <mtoeski@yahoo.com>

02-0222bDH-TO-U.pdf (92KB)



**Controls without button art**

Saturday, February 23, 2002 9:35 AM

From: "David Hensch" <d\_hensch@pacbell.net>

To: "Matt O'Mallory" <mtoeski@yahoo.com>

02-0223a-Controls.jpg (14KB)

Dear Matt,

Here are controls without button art.

Sincerely,  
Dave

**RE: TO-U in perspective and buttons Explained**

Sunday, February 24, 2002 9:51 AM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,

I was able to print out 02-0223a-Big1.pdf, 02-0223a-flat3.pdf, and 02-0223a-Big-explained 1.pdf. For some reason my printer doesn't work with the ai files, and in some cases asked for bigger paper. I had to go to .pdf and then print. Also missing font arrArrowoutline and Swiss 721BT.

The 02-0223a-flat3 is 259 KB which is fine for use on a single introductory slide, but too big to include on multiple slides. Perhaps we do need to use a jpg.

Can you send me a jpg with transparent background of a current transceiver consistent in size with 02-0222a-LoactorTO-U.jpg? I need a blank screen.

Also why is the title information not the same on top and front; "USA PC N78326" on top and "Booth N78326 USA COMPUTERS" on front.

Sincerely,  
Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Saturday, February 23, 2002 10:08 PM

**To:** David Hench

**Subject:** TO-U in perspective and buttons Explained

All of the button and menu functions are explained on one of the attached files, but obviously all these functions do not need to operate for our demo.

---

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---

**RE: TO-U in perspective and buttons Explained**

Sunday, February 24, 2002 7:03 PM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,

Fonts are fine, thanks.

Will have to work on scaling illustrator for my printer it tends to cut off bottom.

Your comments on different text should apply of details mode not channels mode.

Alpha works on pct format. I was able to rename to pct format and use.

I need to work on code. Will update art demo art as I proceed but your need to know the sizes. Will send it with alpha when I get a little working.

Sincerely,  
Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Sunday, February 24, 2002 3:03 PM

**To:** David Hench

**Subject:** RE: TO-U in perspective and buttons Explained

>Responses in red.

**David Hench** <d\_hench@pacbell.net> wrote:

Dear Matt,

I was able to print out 02-0223a-Big1.pdf, 02-0223a-flat3.pdf, and 02-0223a-Big-explained 1.pdf. For some reason my printer doesn't work with the ai files, and in some cases asked for bigger paper.

>Can you scale the image down under your printer properties or page setup? Chances are my printer allows me to print closer to the edges then yours does, thus you are being asked for larger paper and you will instead, need to scale the image down slightly.

I had to go to .pdf and then print. Also missing font arrArrowoutline and Swiss 721BT.

>I sent both of these fonts over earlier today, let me know if they worked.

The 02-0223a-flat3 is 259 KB which is fine for use on a single introductory slide, but too big to include on multiple slides. Perhaps we do need to use a jpg.

>Let me know how the jpg looks.

Can you send me a jpg with transparent background of a current transceiver consistent in size with 02-0222a-LoactorTO-U.jpg? I need a blank screen.

>Do you get the pct and jpg files I sent over? Let me know if your Powerpoint is recognizing the transparent background, if not, try loading the file into photoshop and

see if there is an alpha channel listed under "channels". I can explain better over the phone.

Also why is the title information not the same on top and front; "USA PC N78326" on top and "Booth N78326 USA COMPUTERS" on front.

>The idea is that the top gives paired down information and the front display would have more room to spell things out. For example, the top display may only say channel "M-7 / MS XP / S8792", but the front display would have room to spell out "M-7 / Booth S8792 / Microsoft Windows XP".

Note, not all TelAbout TO-U's will have the front display. This represent our top and most capable model, some cheaper models may only have the top display and far less capabilities. Consequently, the top display needs to tell more than just the channel alpha-number. These cheaper units will allow us to introduce the TelAbout service by giving away less expensive units. Then hopefully these same people will want to buy a unit with more capabilities.

Also note, the display currently reads N18326 not N78326, the ones look like sevens. I will have to address this later, by modifying the font itself. This will not effect your side, it will simply mean I will have to send you an updated version of the "Transistor font" later, that you can then load in place of the existing font.

-Matt

Sincerely,  
Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Saturday, February 23, 2002 10:08 PM

**To:** David Hench

**Subject:** TO-U in perspective and buttons Explained

All of the button and menu functions are explained on one of the attached files, but obviously all these functions do not need to operate for our demo.

---

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**Do You Yahoo!?**

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RE: Revised TO-U explained

Monday, February 25, 2002 8:19 PM

From: "David Hensch" <d\_hensch@pacbell.net>

To: "Matt O'Malley" <mtoski@yahoo.com>

Thanks,

I am incorporate the changes when I get control of the simultation code. It is coming well with the new plan but still much work.

Sincerely,

Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Monday, February 25, 2002 5:10 PM

**To:** David Hensch

**Subject:** Revised TO-U explained

The attachment is an Adobe Illustrator (AI) file and is 297 kb. As a pdf file it was three times as large, 605 kb. I changed the display mode from "channel" to "details", which I think the TO-U should display each time a seeker selects a particular channel or message to be played. When the seeker spins the tuner again, they are back in channel select mode.

---

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**Start of Access Points**

Wednesday, February 27, 2002 2:25 PM

From: "David Hensch" <d\_hensch@pacbell.net>  
To: "Matt O'Mallory" <mtooski@yahoo.com>  
02-2027aDemo.ppt (214KB)

Dear Matt,

Call me when you get it.

Sincerely,  
Dave

**RE: Channel Mode and Locate Mode**

Wednesday, February 27, 2002 9:47 AM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Dear Matt,

Some things can only be learned by doing them. The decisions made here have to scale to thousands of environments with dozens of clients in each environment. That is not easy.

I am getting .tmp extensions on .pct files with no meaningful name e.g. att6.tmp

Sincerely,  
Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Sunday, February 24, 2002 9:01 PM**To:** David Hench**Subject:** Channel Mode and Locate Mode**David Hench <d\_hench@pacbell.net> wrote:**

Dear Matt,

Fonts are fine, thanks.

&gt;great

Will have to work on scaling Illustrator for my printer it tends to cut off bottom.

&gt;sorry that is happening

Your comments on different text should apply to details mode not channels mode.

&gt;you are right! Boy, it is somewhat confusing when assigning exhibitors channels:

1) should the exhibitors at a trade show be listed alphabetically, or

2) should the channels seen in the seeker's TO-U, only list exhibitors within the seeker's current proximity.

If so, it will be somewhat difficult to assign the channel numbers that will appear logical to the seeker.

Even so I think #2 is better, but I still don't think we can list the exhibitors alphabetically.

For that, seekers will need to select "locate" which would allow them to spin through every exhibitor alphabetically. Details would give the seeker the corresponding booth number and the exhibitor's TelAbout home channel number - if the exhibitor has one.

The question is how large of a list of exhibitors to we feed the seeker. Even though 260 channels seems like a lot, I can see that it really isn't. After the locator channels and WXYZ news and entertainment channels, we are down to something like 200 channels.

If TelAbout becomes a success and many exhibitors want 20 or more channels, we will run out rather quickly. Perhaps, we list only an exhibitor's "home channel" and the rest of their product specific channels are only available while you are within or near their booth.



There are other issues regarding the differences between proximity-based information and the ability to located an exhibitor's booth or a product at retail. At a Home Depot for example, "locate" would allow the seek to spin through alphabetized products within the store and the product's corresponding isle number. In detail mode, it could give the product price, availability, and if applicable, the TelAbout channel. But now if the seeker request additional info on that product which is not within their proximity, TelAbout should be able to recognize the seeker's request is for "Glidden Paint" on 'say' channel K-3 and not for some other product on K-3 that is currently within the seeker's proximity, such as lawnmowers. Since the seeker has choosen "Glidden Paint" info in the "locate mode" opposed to the "channel mode" it wou

Alpha works on pct format. I was able to rename to pct format and use.

>What was the extension name or are these files coming through with no extensions on them?

I need to work on code. Will update art demo art as I proceed but your need to know the sizes. Will send it with alpha when I get a little working.

>This is not real clear to me.

Sincerely,  
Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Sunday, February 24, 2002 3:03 PM

**To:** David Hench

**Subject:** RE: TO-U in perspective and buttons Explained

>Responses in red.

*David Hench <d\_hench@pacbell.net> wrote:*

Dear Matt,

I was able to print out 02-0223a-Big1.pdf, 02-0223a-flat3.pdf, and 02-0223a-Big-explained 1.pdf. For some reason my printer doesn't work with the ai files, and in some cases asked for bigger paper.

>Can you scale the image down under your printer properties or page setup? Chances are my printer allows me to print closer to the edges then yours does, thus you are being asked for larger paper and you will instead, need to scale the image down slightly.

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>I sent both of these fonts over earlier today, let me know if they worked.

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Perhaps we do need to use a jpg.

>Let me know how the jpg looks.

Can you send me a jpg with transparent background of a current transceiver consistent in size with 02-0222a-LoactorTO-U.jpg? I

need a blank screen.

>Do you get the pct and jpg files I sent over? Let me know if your Powerpoint is recognizing the transparent background, if not, try loading the file into photoshop and see if there is an alpha channel listed under "channels". I can explain better over the phone.

Also why is the title information not the same on top and front; "USA PC N78326" on top and "Booth N78326 USA COMPUTERS" on front.

>The idea is that the top gives paired down information and the front display would have more room to spell things out. For example, the top display may only say channel "M-7 / MS XP / S8792", but the front display would have room to spell out "M-7 / Booth S8792 / Microsoft Windows XP".

Note, not all TelAbout TO-Us will have the front display. This represent our top and most capable model, some cheaper models may only have the top display and far less capabilities. Consequently, the top display needs to tell more than just the channel alpha-number. These cheaper units will allow us to introduce the TelAbout service by giving away less expensive units. Then hopefully these same people will want to buy a unit with more capabilities.

Also note, the display currently reads N18326 not N78326, the ones look like sevens. I will have to address this later, by modifying the font itself. This will not effect your side, it will simply mean I will have to send you an updated version of the "Transistor font" later, that you can then load in place of the existing font.  
-Matt

Sincerely,  
Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]  
**Sent:** Saturday, February 23, 2002 10:08 PM  
**To:** David Hensch  
**Subject:** TO-U in perspective and buttons Explained

All of the button and menu functions are explained on one of the attached files, but obviously all these functions do not need to operate for our demo.

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**Do You Yahoo?**  
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Do You Yahoo?

[Yahoo! Sports](#) - Coverage of the 2002 Olympic Games

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RE: Ready to Design Power up

Wednesday, February 27, 2002 10:40 AM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: "David Hensch" <d\_hensch@pacbell.net>

Dave - responses in blue

**David Hensch** <d\_hensch@pacbell.net> wrote:

Dear Matt,

Responses in red.

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]

**Sent:** Tuesday, February 26, 2002 10:06 PM

**To:** David Hensch

**Subject:** Re: Ready to Design Power up

Dave,

I see 2 sets of up and down arrow controls. Is one for changing the letters and the other for the volume or is it for changing the numbers?

[David Hensch] The two spinner controls are for letters and volume. Having seen the right hand part of the unit, I see that a number spinner is still needed and will be re-added.

You had put numbers on buttons and I thought this spinner may have been eliminated.

>The numbers shown on the keypad represent a seeker's ability to vote or have one-touch requests. Channels V-0 through V-9 will be reserved for voting in any given environment, so when the seeker votes they can use the numeric keypad instead of the tuner on the side.

Since TelAbout gives audio on-demand, ideally it would allow for data requests unique to the seeker. So rather than send a seeker every stock quote for example, the seeker should be able to setup a profile (using pc software and a USB connection). This unique seeker profile would allow the seeker to request current data on only the stocks they are interest in.

I see what you mean about how bad this "transistor" font looks or is that because this image is a jpeg and not really vectors? If it looks this bad either way, we may have to go with a font that is more legible for our demonstration purposes - better they can read it versus it looking realistic. The hardest to read is the 8 options on the larger display. Do you have "Incised 901 Ct BT" or any other fonts in this family?

[David Hensch] Transistor font is not acceptable. The font has been even worse for me, since, as I found I had been using it in bold I need some time to forget how bad it was before evaluating the present state.

I have Incised 901 Ct BT but do not have Swiss 721BT- Roman Condensed, which is still being requested in some ai drawing. I do have Swiss 721BT.

>I have sent over the entire Swiss and Incised font families in a separate e-mail. I hope to send over a test as to which font may look the best in our demo.

The four blue boxes, that are found between the time and the date on our front display, were thought to be the signal strength meter and not the volume output, but obviously that's not critical.

[David Hensch] Yes. At some point the box heights will change as the controls are moved around the screen.

Certainly not critical at this point.

When the system is in the search or "channel" mode, ideally there would be four

seperate companies listed at one time in our larger display. This allows the seeker to somewhat see their choices ahead or behind - and as you pointed out, our current example is the "details" mode.

[David Hench] I plan on designing "Access Point" PowerPoint Groups today. The "unit" is a group of five items, two pictures, Two groups containing callout boxes and other items, and a shape labeled "DEMO" which allows me to find the "Unit". The demonstration manipulates whether shape are visible, the text in a shape, and the size of rectangles in the meters.

The Access Point groups will have a visible shape with text you can manipulate. It will have an hidden text box containing the title of the next slide and the path to content. There will be a editor mode that makes this hidden text box visible so the path information can be changed.

When we power up the TO-U, it should always default to channel "I-0", the channel that teaches a new seeker how to use the TelAbout system. This is the same channel that the system should go to if someone hits the "help" key on the front keypad, but if the seeker holds down the "help" key for a few seconds, then it should go to channel A-0 instead. This capability is something only an experienced TelAbout user would know and it also prevents us from having to waste a valuable keypad position for something an experience seeker wouldn't need in the future.

When you ask about the sequence - what exactly do you mean? The sequence order of our slide presentation?

[David Hench] You are in front of an audience. You have launched the unit. You turn on the power.

For our discussion you need to know that I have shapes:

TopClipName : eg M-3

TopTextBox: e.g. USA PC N78326

FrontClipName: e.g. M-3

FrontTextBox: e.g. Booth N78326 USA COMPUTERS

FrontMenu: One mode is selected.

I know the content path with clips, e.g. M3.m. Each clip has a "Title" and "Description"

When you push Power On.

1. The nearest access point changes fill color. (From what color to what color?)

>Sorry, this means the text like "F-1 for Food Services"? If so, I will send something over soon.

2. What mode does the unit come up in?

"Details" mode / Channel "I-0"

3. What is displayed in TopClipName? (I-0)

"I0" or "I-0", I wasn't sure if dashes created a problem, so I took them out artwork (see latest TO-Us) - but I see you have them. Let me know what you think.

4. What is displayed in TopTextBox? (Title of clip IO.m in selected access point)

"HOW IT WORKS" (as shown on Locator page example)

5. What is displayed in FrontClipName?

"I0" or "I-0"

6. What is displayed on FrontTextBox?

"PRESS #8 (PLAY) TO LEARN HOW TO USE"

(how many characters do you think we are limited to?)

7. Does anything play?

Not until seeker presses #8/play (In the real world the seeker could also push in on the tuner dial on the unit side to activate play - similar to how a BlackBerry dial works)

...More Below...

(A) As in:

1) Outside the Las Vegas Convention Center

2) Inside at Registration

- 3) Searching for Conferences & Meeting Rooms
- 4) Searching for Booth Locations
- 5) Visiting an Actual Booth
- 6) Learning about specific products within a booth
- 7) Tuning into a live presentation at the booth
- 8) Using TelAbout to Vote during the presentation
- 9) Using TelAbout to send their e-mail
- 10) Using TelAbout to find food
- 11) Using TelAbout to find the nearest restroom
- 12) Using TelAbout to find the hotel shuttle bus
- 13) Using TelAbout to find where to order audio tapes and CDs from the conference sessions - OR -
- (B) The sequence of how someone comes to the trade show and we offer or sell them TelAbout service - OR -
- (C) The sequence of what comes on the screen after the seeker has gone beyond the initial (i-0 and A-0) channels?

**David Hench** <d\_hench@pacbell.net> wrote:

Dear Matt,

Getting Control over this simulation. To run:

1. Got to slide 1
2. In slide mode (slide icon on lower right) (Do you mean lower left?)
  - 2.1 hit Alt-F8
  - 2.2 select "run" macro
3. In speaker mode (projector icon on lower right) My Powerpoint display must be different than yours, because I have no idea what this means or where "speaker mode" or "projector icon" are found - help.
  - 3.1 push green button

The next step is to power up. We need to decide on sequence.

Sincerely,

Dave > ATTACHMENT part 2 application/vnd.ms-powerpoint name=02-2026aDemo.ppt

**Matt O'Malley**  
(818) 344-1000



17326 Gilmore Street  
Lake Balboa, CA 91406

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**Re: Exec. Summ, IP, & Engagement**

Thursday, February 28, 2002 8:18 AM

From: "Jebb Dykstra" &lt;jebb@techsectorlaw.com&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Matt,

You are over-analyzing. I am jokingly talking about the length of time it has taken you to mature TelAbout (8-10 years). I know you are working hard and fast.

Jebb Dykstra

----- Original Message -----

**From:** Matt O'Malley**To:** Jebb Dykstra**Sent:** Thursday, February 28, 2002 6:37 AM**Subject:** Re: Exec. Summ, IP, & Engagement

Jebb,

Wow, I am sorry you feel that way. I am working on the product specifications for our prototype as fast as I can (a lot of work at this early stage), organizing the demo flow and responding to Dave's daily e-mails questions and needs, creating the necessary artwork for him, writing the scripts, building menus structures and detailed elements for the demo, trying to put together the equipment necessary to produce the audio clips (note- the actual creating of the audio clips will be a very large and time consuming task); working with another friend on our future web site (so potential investors will be able to access the demo on-line); researching different operating systems, 802.11b standards and limitations, and manufacturing costs (each of these effects our demo and direction); constant revisions to the business plan and the financials; working on the patent abstract and necessary technical drawing; not to mention trying to stay abreast of current market and technology trends by reading trade journals, web articles, listening to seminars and conferences on CD; reading patent examples, accounting principles, and trying to cultivate relationships with key trade show industry people, potential investors and advisors.

Then there is my paying job, creating and producing tv programming. I am currently preparing for the Paralympic shoot in Salt Lake City, where we will shoot from 8 am until 10 pm, then edit a 1 hour show by 3 am (normally you would allow a week for the editing alone). Then we must drive the finished tape, including graphics and completed voice-over, 40 minutes to have it satellited by 4 am each day. In the meantime, I am also creating graphics for the Paralympic Games. I am not sure anyone can fully appreciate or understand how much work a production like this takes until they have actually done it. And then on the side, I am trying my best to help to care for my mother and her needs. For one, I am working on a contract so she can lease the restaurant - but negotiating with third parties over 2000 miles away who are on a time crunch (yet don't use e-mail) is somewhat difficult.

Again, I am sorry you feel that I am too slow, I will try to do better. Please be more specific as to where I am too slow, so I don't waste time on the wrong things - and I will try to do everything I can to make this relationship positive, productive, and fruitful.

Matt

**Jebb Dykstra** <jebb@techsectorlaw.com> wrote:

Matt,

This is the dynamic -- you move too slow, I move too fast. Hopefully, we'll be a good team. I look forward to getting faxed copies of the documents from you tomorrow. Fax them to my efax # of 208-978-2754 as well as my hard copy fax of 310-737-9238.

Sincerely,  
Jebb Dykstra

----- Original Message -----

**From:** Matt O'Malley

**To:** Jebb Dykstra

**Sent:** Wednesday, February 27, 2002 1:22 PM

**Subject:** Re: Exec. Summ, IP, & Engagement

Jebb, responses in blue.

**Jebb Dykstra** <jebb@techsectorlaw.com> wrote:

Matt,

I anticipated using a "scaled down" version. No snail mail. It won't get seen. All emails w/ the Exec Summ attached. No detailed financials. Working demo for a face to face meeting only.

Finishing up the provisionals is your call. Let me know if and when you anticipate filing the provisionals. If you are in Utah for ten days, will this hold you up. Will it hold me up in presenting the exec summ's to investors.

>I would like to e-mail Mick the current diagrams and abstract to file a provisional as soon as possible, if you think that is still a working solution. I realize that it depends on Mick, but I wanted your thoughts before I e-mailed him anything. I certainly don't want to hold up our fund raising progress.

Re the FF's Agreement, neither of us had any changes, so that one can be executed as it is. Second, the Engagement Letter -- I recommend you change so that it reflects what works for you. What we discussed in our last few emails seems to be [REDACTED]

>I agreed. I hope to get these agreements back to you by tomorrow.

>>I would like to make a point regarding the TelAbout's business model that comes up quite abit and surely you will be asked the same. The first thing many people ask is why not let someone else deal with manufacturing and selling the hardware, so you concentrate on managing the content and the delivery.

While analysts point to companies such as Compaq and Motorola as examples of why manufacturing hardware is difficult, if not a poor revenue model these days, the truth is that TelAbout is quite different. Since TelAbout is a self-contained proprietary system, we have no direct competition within a TelAbout environment. No other PCs, cell phones, or handheld units will work on our system. Yes, it would be nice if these devices licensed our technology in the future, but only we will be able to drive our initial sales.

Also note that while companies such as Qualcomm have sold off their hardware manufacturing units to focus on licensing their CDMA technology, the cellular / "wireless web" arena has to split up their subscription-revenue-pie five ways.

- 1-Cellular Service Provider (i.e. AT&T Wireless)
- 2-Handset Maker (i.e. Nokia)
- 3-Portals (i.e. Yahoo)
- 4-Application / software licenses (i.e. WAP)
- 5-Content Providers (i.e. AOL-Time Warner)



Perhaps there is no better example than Palm. This proprietary device and software (which is only used by 3% of the US market) generates 85% of its revenue through hardware sales. Why would we want to just give away this much revenue? Especially since our devices will be unlike any being manufactured or used today.

And what's more, is that this allows us the power to do many unique things. Attached is some internal artwork and a vision of TelAout's future. After we have profited in the Trade Show environment, ideally the cost of a TelAbout Operating Unit, a "TO-U", will become low enough that it will allow us to introduce it as a give-away in new environments. Not our high-end unit, but a "simplified" TO-U that we or an organizations such as those shown on the attachment could buy (from us) and offer as a give-away for their fans.

Call when you have questions.

Jebb Dykstra

---

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---

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---

**RE: Sorry, Artwork, Utah, & Abstract**

Friday, March 1, 2002 8:56 AM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Matt,

Np problem, I am proceeding independent of art work and am completing subroutines so the final presentation will integrate quickly.

Check with me before making major efforts to see if the changes will affect the code.

Sincerely,  
Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Thursday, February 28, 2002 7:11 PM**To:** David Hench**Subject:** Sorry, Artwork, Utah, & Abstract

Dave,

So sorry I haven't gotten any artwork or phone calls back to you. Preparing for this upcoming Paralympic Project in Salt Lake City is becoming quite a load and it is only getting worse for me. When I get there next Thursday, we will shot from 8 am until 10 pm, then edit a 1 hour show by 3 am (normally you would allow a week for the editing alone). Then we must drive the finished tape, including graphics and completed voice-over, 40 minutes to have it satellited by 4 am each day.

In the meantime, I have just been asked to create some 3D maps that I would normally want 2-3 weeks to do, but they need by next Wednesday. So please bare with me.

Also, I would greatly appreciate your thoughts, corrections, and / or your rewrite on that TelAbout Abstract that I sent you and we discussed briefly last night. My goal is to send that and some drawings away for Provisional Patent review with Mick or someone before I leave for Utah. Hopefully, this should allow Jebb, you and I a little more freedom to discuss TelAbout.

Matt

**David Hench** <d\_hench@pacbell.net> wrote:

Dear Matt,

The Show function works on this one. The only bug I am aware of is that the controls do not line up with the picture of the controls.

I am going to work on subroutines for locating exact positioning, locating nearest access point, changing fill of nearest access point, showing text, controlling mode, checking for content, and formatting screens for various modes.

Sincerely,  
Dave

&gt; ATTACHMENT part 2 application/vnd.ms-powerpoint name=02-2028aDemo.ppt

Matt O'Malley  
(818) 344-1000



17326 Gilmore Street  
Lake Balboa, CA 91406

---

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---



## Schedule

Friday, March 1, 2002 9:19 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Jebb Dykstra" &lt;jebb@techsectorlaw.com&gt;

Jebb,

On Thursday, March 7, I will have to catch the Van Nuys Fly Away Bus at 4 am for a 7 am LAX flight. I am not exactly sure if I will be back Sunday or early Monday (March 17 or 18) because I may need to come back with our production truck - not fun. Also, they are currently deciding whether they want me to create 3D maps of all the Alpine skiing courses. If that happens I am not sure how I will get that all done by Wednesday (I would normally want 2-3 weeks). If they instead go with something simpler (which I will push for) I could probably make time before I leave. I will update you as soon as I know.

Matt

*Jebb Dykstra <jebb@techsectorlaw.com> wrote:*

Matt,

I have just faxed back the doc's for both agreements. This is step #1. Now I want to introduce you to a guy named Ken Rutkowski. What is your exact schedule? When are you going to Utah? When will you be back?

Jebb Dykstra

----- Original Message -----

From: Matt O'Malley

To: Jebb Dykstra

Sent: Thursday, February 28, 2002 9:40 PM

Subject: contacts

Jebb,

I received your message regarding your lunch with someone who has interest in both Seybold and COMDEX. Obviously that could be a great contact. On Tuesday, I may have mentioned that I had lunch with Michael Hughes of Trade Show Week. Their offices are located in same building as Key3Media, the current owner of COMDEX and Seybold.

I assume both the agreements came through okay - please e-mail and fax back (818) 345-5775, both signature pages when you get a chance and here we go.

Matt O'Malley  
(818) 344-1000



17326 Gilmore Street  
Lake Balboa, CA 91406

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RE: thanks / callouts

Saturday, March 2, 2002 2:54 PM

From: "David Hench" &lt;d\_hench@pacbell.net&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Where the callout points is adjustable. If the callout is ungrouped the point can be changed to left, right, up, down or a long or short pointer.

Sincerely,  
Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Friday, March 01, 2002 9:22 AM**To:** David Hench**Subject:** thanks / callouts

thanks. So far the only thing I have done is put the (inward facing) TO-U on the right, but I can't find any "callout" balloons with callouts facing right opposed to left.

**David Hench** <d\_hench@pacbell.net> wrote:

Matt,

Np problem, I am proceeding independent of art work and am completing subroutines so the final presentation will integrate quickly.

Check with me before making major efforts to see if the changes will affect the code.

Sincerely,  
Dave

-----Original Message-----

**From:** Matt O'Malley [mailto:mtoski@yahoo.com]**Sent:** Thursday, February 28, 2002 7:11 PM**To:** David Hench**Subject:** Sorry, Artwork, Utah, & Abstract

Dave,

So sorry I haven't gotten any artwork or phone calls back to you.

Preparing for this upcoming Paralympic Project in Salt Lake City is becoming quite a load and it is only getting worse for me. When I get there next Thursday, we will shot from 8 am until 10 pm, then edit a 1 hour show by 3 am (normally you would allow a week for the editing alone). Then we must drive the finished tape, including graphics and completed voice-over, 40 minutes to have it satellited by 4 am each day.

In the meantime, I have just been asked to create some 3D maps that I would normally want 2-3 weeks to do, but they need by next Wednesday. So please bare with me.

Also, I would greatly appreciate your thoughts, corrections, and / or your rewrite on that TelAbout Abstract that I sent you and we discussed briefly last night. My goal is to send that and some drawings away for Provisional Patent review with Mick or someone before I leave for Utah. Hopefully, this

should allow Jebb, you and I a little more freedom to discuss TelAbout.

Matt

**David Hench** <d\_hench@pacbell.net> wrote:

Dear Matt,

The Show function works on this one. The only bug I am aware of is that the controls do not line up with the picture of the controls.

I am going to work on subroutines for locating exact positioning, locating nearest access point, changing fill of nearest access point, showing text, controlling mode, checking for content, and formatting screens for various modes.

Sincerely,

Dave

> ATTACHMENT part 2 application/vnd.ms-powerpoint name=02-2028aDemo.ppt

Matt O'Malley  
(818) 344-1000



17326 Gilmore Street  
Lake Balboa, CA 91406

---

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---

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**Abstract**

Monday, March 4, 2002 2:52 PM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "David Hench" &lt;d\_hench@pacbell.net&gt;

Any thoughts on revising / reworking the abstract?

--- David Hench <d\_hench@pacbell.net> wrote:

- > Where the callout points is adjustable. If the
- > callout is ungrouped the
- > point can be changed to left, right, up, down or a
- > long or short pointer.
- >
- > Sincerely,
- > Dave

---

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<http://sports.yahoo.com>

---



**Articles of Incorporation**

Tuesday, March 5, 2002 6:55 AM

From: "Jebb Dykstra" <jebb@techsectorlaw.com>

To: "Matt O'Malley" <mtoski@yahoo.com>

Articles of Incorporation 03052002.doc (55KB)

Matt,

Attached in MS Word is the finished Articles of Incorporation for TelAbout. I will send them off in the next day or so. Do you have any comments or thoughts or questions.

Sincerely,  
Jebb Dykstra





Re: Articles of Incorporation

Tuesday, March 5, 2002 12:04 PM

From: "Matt O'Malley" <mtoski@yahoo.com>

To: "Jebb Dykstra" <jebb@techsectorlaw.com>

Jebb,

I read through the UC to SOP and part of the COAX Articles last night. I must admit I am not real versed on what should or shouldn't be in our articles. I assume we can always amend them later (while we are still the majority shareholders - if needed). I hope to review your TelAbout Articles of Incorporation, later tonight.

Thanks,

Matt

**Jebb Dykstra** <jebb@techsectorlaw.com> wrote:

Matt,

Attached in MS Word is the finished Articles of Incorporation for TelAbout. I will send them off in the next day or so. Do you have any comments or thoughts or questions.

Sincerely,

Jebb Dykstra

> ATTACHMENT part 2 application/msword name=Articles of Incorporation 03052002.doc

---

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---

**Re: Pitch to VC's at the next Larta University!**

Wednesday, March 6, 2002 1:50 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "Larta - Thor Kendall" &lt;tkendall@larta.org&gt;

Thor,

Thanks, but I am headed to Salt Lake City tomorrow for the next 11 days to help cover the Paralympic Games, if I get back in time I will try to attend. Did you guys ever get my video tape?

Matt

**Larta - Thor Kendall <tkendall@larta.org> wrote:**

As promised we will have VC's attending this months Larta University and will be picking a few companies to make a 1-2 minute pitch. The pitches will be fairly informal but the feedback will be invaluable...and who knows? With all those VC's in the room you might just catch someone's eye. I will only be selecting a few companies to present so send me a five sentence pitch via email right away!

Thanks/Thor

Thor Kendall  
Program Consultant, Larta  
P: 213.743.1866  
F: 213.747.7307

Larta is the think tank for technology businesses. We apply knowledge in practical ways on behalf of cutting edge companies, investors, governments, and professionals. Larta drives the technology markets through four core activities: business training, market research, consulting, and capital/knowledge conferences. Join us at [www.larta.org](http://www.larta.org)

Larta University - Equipping innovators with sound business fundamentals.

Enroll today [www.larta.org/lartau](http://www.larta.org/lartau)

---

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RE: Abstract

Wednesday, March 6, 2002 1:56 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: "David Hench" &lt;d\_hench@pacbell.net&gt;

Dave,

I was hoping to send the abstract and some drawings off to an attorney while I was gone, so he could look it over while I was gone - but that's fine. I look forward to seeing things when I get back - I am not too sure how much access I will have to e-mail for the next 11 days. What is the latest artwork that I have sent you. Perhaps I should just e-mail some of my old stuff on a CD so you see the look I was going for - or maybe you already have them.

Matt

*David Hench <d\_hench@pacbell.net> wrote:*

Dear Matt,

Lets do it when you get back. I have been unable to work on demo the last few days but plan to have it quite complete when you get back. I suggest getting main points in a presentation, then the abstract will write itself.

Sincerely,  
Dave

-----Original Message-----

From: Matt O'Malley [mailto:mtoski@yahoo.com]

Sent: Monday, March 04, 2002 2:53 PM

To: David Hench

Subject: Abstract

Any thoughts on revising / reworking the abstract?

--- David Hench wrote:

> Where the callout points is adjustable. It the  
> callout is ungrouped the  
> point can be changed to left, right, up, down or a  
> long or short pointer.

&gt;

> Sincerely,  
> Dave

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## FAX

Wednesday, March 6, 2002 2:01 AM

From: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

To: EliEisenberg@StraightLineMgt.com

Eli,

I was curious if you had tried to e-mail or fax back the NDA, because I haven't received it. I am headed to Salt Lake City tomorrow for the next 11 days to help cover the Paralympic Games, but I will probably unplug my fax so my house sitter can use that phone line. So if you could fax it today that would be great (818) 345-5775. Otherwise I will be back on March 18th.

Matt

**Eli Eisenberg <elieisen@pacbell.net>** wrote:

I will be there. Thank you for confirming.

Eli

Eli Eisenberg  
Straight Line Management  
"Creating Success"  
5617 High Peak Place  
Suite 200  
Agoura Hills, CA 91301  
Ph: (818) 706-0504 Fax: (818) 706-8437 Cell: (818) 681-0030  
[EliEisenberg@StraightLineMgt.com](mailto:EliEisenberg@StraightLineMgt.com)  
[www.StraightLineMgt.com](http://www.StraightLineMgt.com)

-----Original Message-----

**From:** Matt O'Malley [<mailto:mtoski@yahoo.com>]**Sent:** Saturday, February 16, 2002 10:15 PM**To:** [elieisenberg@straightlinemgt.com](mailto:elieisenberg@straightlinemgt.com)**Subject:** Lunch 12:30 PM / Monday

Eli,

I wanted to confirm our lunch date at the Fish Grill on Ventura Blvd. in Sherman Oaks, this Monday, at 12:30 PM. I have visited your web site and I look forward to seeing you there.

Sincerely,

Matt O'Malley

(818) 344-1000

---

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---

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## Touching Base

Friday, March 8, 2002 7:13 AM

From: "Jebb Dykstra" &lt;jebb@techsectorlaw.com&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Matt,

I have been in SF at a conference for the last two days. Hope all is well in Utah. In your last message, you pretty said that you wanted to hold off on me filing the Articles until we have discussed. Per your request, I won't file until we have discussed and confirmed your readiness.

Jebb Dykstra  
Technology Sector Law

----- Original Message -----

**From:** Matt O'Malley**To:** Jebb Dykstra**Sent:** Wednesday, March 06, 2002 11:30 PM**Subject:** Good luck

Jebb,

Just dropping you a note to let you know I will have my cell phone (818) 554-8007 with me, but I am not too sure how the reception will be. I will try to check my e-mail a couple of times, but not too sure on that either. Good luck with things while I am gone.

I have a tentative meeting Wednesday, afternoon March 20th, when I get back, but if there are other things you want to schedule that week, just let me know.

Thanks,

Matt

**Jebb Dykstra** <jebb@techsectorlaw.com> wrote:

Matt,

These are standard, but cutting edge Bylaws and Articles. When you have questions, you can feel free to call me at any time. You should have some general questions. I would be worried if you just rubber stamped them. The UC to SOP is standard form.

Jebb Dykstra

----- Original Message -----

**From:** Matt O'Malley**To:** Jebb Dykstra**Sent:** Tuesday, March 05, 2002 12:04 PM**Subject:** Re: Articles of Incorporation

Jebb,

I read through the UC to SOP and part of the COAX Articles last night. I must admit I am not real versed on what should or shouldn't be in our articles. I assume we can always amend them later (while we are still the majority shareholders - if needed). I hope to review your TelAbout Articles of Incorporation, later tonight.

Thanks,

Matt

**Jebb Dykstra** <jebb@techsectorlaw.com> wrote:

Matt,

Attached in MS Word is the finished Articles of Incorporation for TelAbout. I will send them off in the next day or so. Do you have any comments or thoughts or questions.

Sincerely,

Jebb Dykstra

> ATTACHMENT part 2 application/msword name=Articles of Incorporation 03052002.doc

---

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---

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---

**RE: Potential Patent Work**

Friday, March 8, 2002 8:55 AM

From: "Chen, Tom" &lt;tchen@skjerven.com&gt;

To: "Matt O'Malley" &lt;mtoski@yahoo.com&gt;

Hi Matt,

We're set for 2 p.m., March 20. I received the conflicts report back; no conflicts. See you on the 20th.

Regards,  
Tom

-----Original Message-----

From: Matt O'Malley [mailto:mtoski@yahoo.com]

Sent: Thursday, March 07, 2002 11:04 PM

To: Chen, Tom

Subject: RE: Potential Patent Work

Dear Tom,

How about 2 pm, March 20th. Let me know if there are any conflicts.

Thanks,  
Matt O'Malley

--- "Chen, Tom" &lt;tchen@skjerven.com&gt; wrote:

&gt; Hi Matt,

&gt;

&gt; March 20, any time in the afternoon would be fine

&gt; with me. I doubt very

&gt; much that any conflicts will pop up; however, if one

&gt; does, I will let you

&gt; know ASAP. You can visit our web-site for

&gt; directions to the office, which

&gt; is at 610 Newport Center Drive, Suite 300, Newport

&gt; Beach, CA. It is in

&gt; Fashion Island, if you are familiar with this area.

&gt; When you can, please

&gt; call or e-mail to confirm. Thanks.

&gt;

&gt; Regards,

&gt; Tom

&gt;

&gt; -----Original Message-----

&gt; From: Matt O'Malley [mailto:mtoski@yahoo.com]

&gt; Sent: Wednesday, March 06, 2002 11:17 PM

&gt; To: Chen, Tom

&gt; Subject: RE: Potential Patent Work

&gt;

>  
>  
> Dear Tom,  
>  
>  
> We are incorporating this week in California as  
> TelAbout, Inc. and there are  
> no former names for the company or our service. Our  
> address is 17326  
> Gilmore Street, Lake Balboa, CA 91406 (near  
> Encino) (818) 344-1000.  
>  
>  
> The product/service involves a unique method of  
> providing wireless  
> information employing 802.11b RF standards. With  
> TelAbout the Internet  
> provides the network to update information, not the  
> interface to the  
> information. I mention this to differentiate  
> TelAbout from many companies  
> developing "wireless web" applications, devices, and  
> services. To my  
> knowledge no one is approaching wireless information  
> similar to TelAbout.  
> Indirect competitors would be JVC's Audio Guide,  
> Pronto, Tellme Networks,  
> some Bluetooth applications, and the cellular  
> industry as a whole.  
>  
>  
> How would Wednesday, March 20th, some time after  
> lunch work for you? I will  
> be coming from Lake Balboa / Encino. I must  
> apologize in advance, as it  
> will be difficult to get to my e-mail for the next  
> 10 days.  
>  
>  
> Matt  
>  
>  
> "Chen, Tom" <tchen@skjervan.com> wrote:  
>  
>  
> Hi Matt,  
>  
> I would be happy to meet with you any time after  
> March 20. I would suggest  
> sooner than later so that we can discuss and  
> identify any time-critical  
> issues. Please let me know a convenient day and  
> time for you.



>  
> Also, I don't think that Peter has done a conflicts  
> check yet. Peter is out  
> of the office until the end of the week. So, to  
> expedite the process,  
> please provide me the full name of your company  
> (along with any former  
> names), your competitors, and your company's address  
> and contact  
> information.  
>  
> Please contact me if you have any questions.  
> Thanks, and I look forward to  
> meeting with you.  
>  
> Regards,  
> Tom  
>  
> Tom Chen  
> Skjerven Morrill MacPherson LLP  
> 610 Newport Center Drive, Suite 300  
> Newport Beach, CA 92660  
> [tchen@skjerven.com](mailto:tchen@skjerven.com)  
> ph: (949) 718-5213 fax: (949) 718-6799  
> [www.skjerven.com](http://www.skjerven.com)  
>  
> -----Original Message-----  
> From: Matt O'Malley [<mailto:mtoski@yahoo.com>]  
> Sent: Wednesday, March 06, 2002 1:49 AM  
> To: Tom Chen  
> Cc: Peter Kang; Philip Woo  
> Subject: RE: Potential Patent Work  
>  
>  
>  
> Dear Mr. Chen,  
>  
>  
> I received your name from Peter Kang through the  
> e-mail below. I am in the  
> early development stage of creating a wireless  
> information appliance and  
> end-to-end information delivery system. We have a  
> written abstract,  
> technical drawings, and we are currently developing  
> a working demo.  
>  
>  
> I am headed to Salt Lake City tomorrow for the next  
> 11 days to help cover  
> the Paralympic Games. I was hoping we could meet  
> when I get back, some time  
> after the March 20th.

>  
>  
> Sincerely,  
> Matt O'Malley  
> (818) 344-1000  
>  
>  
> "Kang, Peter" <pkang@skjerven.com> wrote:  
>  
>  
> > Hi Matt (again) -  
> >  
> > The e-mail I just sent you got chopped up somehow  
> > by our computer  
> > system, so it was missing some text from the  
> > middle and end. My partner  
> > Tom Chen noticed and alerted me, so I am  
> > re-sending the complete e-mail to  
> > you.  
> >  
> > It was great talking with you last week. I hope we  
> > can work  
> > together on TelAbout's intellectual property and  
> > legal issues.  
> >  
> > I have compiled a list of sample patents which  
> > were written by  
> > attorneys here, where the technology involves both  
> > electrical  
> > system/hardware or software/user interfaces. You  
> > can access full text  
> > copies of the patents through the U.S. PTO's  
> > website at  
> > <http://www.uspto.gov/> (you probably already know  
> > how to use the PTO  
> > website's search functions, but if you need any  
> > help, please let me know).  
> >  
> > I got sample patents from two of my partners, Phil  
> > Woo (who is head  
> > of our patent practice here in our San Francisco  
> > office and works a lot  
> > with our Newport Beach office) and Tom Chen (who  
> > is a patent partner in  
> > our Newport Beach office). Both Phil and Tom are  
> > experienced patent  
> > attorneys who work with our electrical engineering  
> > clients.  
> >  
> > You can get more info about Tom and Phil's  
> > backgrounds through our  
> > website at [www.skjerven.com](http://www.skjerven.com).  
> >

> > Tom's sample patents are:  
> >  
> > U.S. Patent No. 6,263,128 directed to wavelength  
> > division  
> > multiplexing and optical couplers, which he wrote  
> > for our client  
> > WaveSplitter;  
> > U.S. Patent No. 6,288,937 directed to PLDs and  
> > routing, which he  
> > wrote for our client Lattice;  
> > U.S. Patent No. 6,127,863 directed to digital  
> > circuit design, which  
> > he wrote for our client Cisco; and  
> > U.S. Patent No. 5,991,531 directed to  
> > microprocessors, which he  
> > wrote for our client Samsung.  
> >  
> > In addition to these patents which Tom wrote, I am  
> > also including a  
> >  
=== message truncated ===

---

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Warning: The information contained in this electronic mail message is intended only for the personal and confidential use of the designated recipient(s) named above. This message may be an attorney-client communication, may be protected by the work product doctrine, and may be subject to a protective order. As such, this message is privileged and confidential. If the reader of this message is not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this message in error and that any review, dissemination, distribution, or copying of this message is strictly prohibited. If you have received this communication in error, please notify us immediately by telephone and e-mail and destroy any and all copies of this message in your possession (whether hard copies or electronically stored copies).  
\*\*\*\*\*